

# The American Perfumer

and Essential Oil Review  
**PERFUMER PUBLISHING CO.**

AUG. 1916

80 MAIDEN LANE, NEW YORK

VOL. XI  
 NO. 6



( SEE PAGE IX )

**AMERICAN CAN COMPANY**  
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 NEW YORK

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# The American Perfumer

## and Essential Oil Review

The Independent International Journal devoted to perfumery, soaps, flavoring extracts, etc. No producer, dealer or manufacturer has any financial interest in it, or any voice in its control or policy.

ONE DOLLAR A YEAR.  
TEN CENTS A COPY.

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#### WAR REVENUE TAX CRISIS.

As we go to press the situation at Washington in relation to the new War Revenue Law is puzzling and complex. It seems fairly certain that the perfumers and manufacturers of cosmetics will win an absolution from the onerous taxes put upon them by Schedule B and that the provision for cheaper alcohol for the flavoring extract industry may yet be won. This and other features of the measure are still in the melting pot of the Senate.

But the spectacular feature of the present crisis in objectionable taxation is the narrow escape the Manufacturing Perfumers' Association has experienced in having a worse tax foisted upon its members. In the House bill under the section relating to miscellaneous taxes was this provision, hidden away among others in paragraph (c) of Section 301:

*"On each bottle or other container of liquors, cordials, compounds, or preparations containing distilled spirits of wine, 1½ cents on each half pint or fraction thereof."*

Who discovered the "joker"? The National Retail Druggists' Association has some watchful men at Washington and the National Wholesale Druggists' Association also is in the Congressional watch tower. Attorney Lannen, of the Flavoring Extract Manufacturers' Association, also noticed it. All of them went to work with a will and they were aided later, after we had notified its officers, by the Manufacturing Perfumers' Association, whose members would probably be the greatest sufferers if the paragraph should become law. The editor was promptly advised of the dangerous "joker" and told the officers of the Perfumers' Association in time for them to join in the fight for their own interests which was being waged at Washington.

As reported and now in the bill in the Senate the paragraph reads as follows:

*"On each bottle or other container of liquors, cordials or similar compounds, by whatever name sold or offered for sale, containing sweet wine, fortified with grape brandy under provisions of paragraph (c) of this section, 1½ cents on each half pint or fraction thereof," etc.*

Quite different! Under the original draft every bottle of perfumery would have been taxed. Most cosmetics and toilet preparations would have had to pay. The perfumers and toilet preparation makers certainly owe a debt of

gratitude to the druggists' organizations for discovering the "jokers" and for getting in early enough to help make winning fight against the monstrous provision. The narrow squeak again demonstrates the necessity that has long existed of having some alert and able legislative watcher on the job for the Manufacturing Perfumers' Association. This time it was saved from a disastrous blow because other interests also were affected, but less seriously.

Space prevents going into an extensive review of the situation at Washington, but some features are mentioned elsewhere in this issue. Regarding the War Revenue Tax Bill, our own correspondent, who is in very close touch with all interests in the Capital, and who is a very good observer, sends us a special report. This report may be relied upon as being accurate, and as a matter of fact the reports we have published during the last few months have been the most accurate, clearest and reliable reports published or otherwise circulated in this industry. He says:

WASHINGTON, D. C., August 19.—After five weeks' consideration in the Senate Finance Committee and the Democratic caucus of the Senate the General Revenue Bill, to replace the law of October, 1914, made its appearance in the Senate on August 16, a much changed measure from what it was when it passed the House of Representatives early in July.

In fact, its sponsors in the House hardly recognized the bill after it had run the gauntlet of consideration and amendment by the Senate Democrats and the caucus. Practically every feature of the House bill has been modified. The income tax and inheritance tax features have all been amended, to say nothing of changes in the stamp taxes and the munitions taxes. It is estimated the amended bill will yield \$205,000,000 of revenue annually, an increase of \$7,500,000 over the House bill.

The perfumery trade escapes taxation in the bill, but it did so only by the narrowest margin. A considerable element among the Democratic leaders in the Senate favored the continuance of Schedule B in the old revenue law but a compromise was effected by which only a few of the stamp taxes are retained. Under the bill as now before the Senate the perfumery and cosmetics taxes are repealed, effective on the date of the enactment of the bill into law.

Stamp taxes are continued on bonds, debentures, certificates of debt, conveyances, custom house receipts, insurance policies, foreign steamship tickets and Pullman seats and berths. The Finance Committee had recommended a continuation of the taxes on express and freight bills of lading and telephone and telegraph messages, but the caucus rejected this action and voted to abolish these taxes.

The caucus upheld the committee amendment to the wine schedule despite opposition from the California wine interests. Senator Phelan, of California, vigorously opposed the increase of the tax on alcohol used in the fortification of sweet wines, from 10 to 55 cents a gallon. No provision is made for reduced taxes on alcohol used in the extract and perfume industries.

It is expected the debate on the bill in the Senate will begin August 21 and will be a long and a hard one and that it will take several weeks for the measure to pass. Effort to further amend the bill will be made on the floor of the Senate and party differences may arise also. Its passage is looked for between September 15 and October 1.

The Democrats themselves are not satisfied with the revenue bill. They do not believe the people will approve their action in imposing additional taxes. Senator Lewis, of Illinois, the Democratic whip of the Senate, and Senator Taggart, of Indiana, both urged in the caucus and the latter on the floor of the Senate the raising of the additional revenues by a bond issue. Senator Lewis made a motion in the caucus to postpone consideration of the revenue bill until the December session and for a bond issue, but a vote was not had on the proposal. Senator Underwood, of Alabama, former chairman of the House Ways and Means Committee and author of the present revenue law, is out of harmony with his colleagues on the bill, opposing

#### BUSINESS RETAINS VOLUME.

THE August statement by the Federal Reserve Board shows a continuance of good business conditions. Existing crop conditions are good with the exception of those in the South Atlantic region, where 10 per cent. damage from bad weather is reported, and in industrial and construction reports are far above those of ordinary times. Bank clearings everywhere have increased; money rates are slightly increased, but still easy; railroad, post office, and other transportation receipts are increasing; labor conditions remain fair, with strike difficulties fewer than usual at this time of year, and the general business outlook is regarded in every district as far above the average.

particularly the tariff commission and dyestuff section, and refused to attend the final caucus on the measure. So anxious were the leaders to bring about harmony that a caucus was held on Sunday, August 13, something never known before.

#### CHANCE FOR THE M. P. A. TO ACT.

Representative Webb has filed with the House the favorable report of the House Judiciary Committee on the bill designed to permit combinations in export trade. This is the bill which was recommended by the Federal Trade Commission. The report from the House Committee said:

"The Federal Trade Commission, after a careful study of trade conditions, has not been able to give clear assurance to the exporting interests that the formation of common selling agencies for the foreign trade, by contract, made between different manufacturers or producers, would not come within the prohibition of existing law. Sufficient doubt exists in the minds of those engaged in this trade to prevent them from undertaking it, and the practical effect is the same as if it had been settled that such organizations are prohibited by existing law."

This is something that the Manufacturing Perfumers' Association ought to get interested in and help along.

#### STEPHENS BILL HOLDS OVER.

The latest advices from Washington in reference to the Stephens-Ashurst price regulation and maintenance bill are that it cannot pass before Congress adjourns. Representative Stephens states that it is his intention to insist upon hearings on the Stephens bill now pending in Congress to protect the public against dishonest advertising and false pretense in selling merchandise, soon after Congress assembles next December. This practically precludes any further action on the bill during the present session.

#### THE CHEAPER ALCOHOL FIGHT.

Consideration was given by the Senate Finance Committee during its sessions in going over the revenue bill as it passed the House to the claims of the eastern wine growers and the flavoring extract and perfumery industry for a reduced internal revenue tax on alcohol entering into the manufacture of these products. A delegation presenting the matter for the wine interests also favored it in behalf of the flavoring extract and perfumery industry.

Thomas E. Lannen and O. G. Stark, of the Mississippi Valley Wine Growers and Grape Growers' Association,



were in Washington in behalf of changes in the revenue taxes as indicated. They objected to the allowance to the California wine industry of a tax of ten cents a gallon on alcohol entering this industry while alcohol in the production of flavoring extracts and perfumery had to pay a tax of \$1.10 per proof gallon.

The subcommittee of the Finance Committee considering the wine schedule of the revenue law heard Messrs. Lannen and Stark and these gentlemen presented arguments in favor of granting the same tax to the eastern wine interests and the flavoring extract and perfumery interests as was allowed the California wine industry.

"We want as cheap alcohol as is given to the Californians," they told the committee.

Following his appearance before the subcommittee of the Finance Committee on the wine tax in the revenue bill, Mr. Lannen expressed the opinion that the committee would revise the wine schedule, which was done. The facts he presented convinced the committee of the inequality of the tax on alcohol used in industries and changes were made in conformity with his suggestions. A number of petitions reached the committee on the subject of cheaper alcohol.

Mr. Lannen believes the real solution of the problem would be to make all manufacturers using alcohol to pay a reasonable tax and to remove the import duty on the raw materials, such as vanilla beans, lemon oil, orange oil and perfumery materials.

Frank L. Beggs, president of the Flavoring Extract Manufacturers' Association, has sent the following petition to the Senate Committee:

"The Flavoring Extract Manufacturers' Association insists on cheaper alcohol as provided in the Gillett bill. If the revenue bill gives wine makers a reduced tax on alcohol for fortifying purposes surely our claim for cheaper alcohol for food purposes should entitle us to equal consideration and support.

Dr. Samuel H. Baer, chairman of the Flavoring Extract Manufacturers' Association committee, sent this brief:

"We manufacturers of flavoring extracts are protesting against the provision in the revenue bill which gives the California wine makers the right to use wine spirits and neutral spirits with a tax of only 10 cents per gallon while we pay \$1.10 on the same spirits.

"Flavoring extracts must of necessity contain a very large amount of alcohol, it being used to cut the flavoring principles and hold them in solution. It requires, for example, 85 per cent. of alcohol in lemon extract to hold the oil of lemon in solution. This means that lemon extract is 170 proof in alcohol. The tax paid on this is \$1.10 a proof gallon. A proof gallon is 100 proof and therefore the tax on lemon extract, that alcohol being 170 proof, is at the rate of \$1.87 a gallon of the lemon extract.

"This tax figures in the cost of production and is paid by every housewife who uses lemon extract in her home, and also by every man, woman and child who consumes ice cream or ice cream soda flavored with lemon extract or who eats candy or other articles of food or drink flavored with lemon extract. The same is true of every other flavoring extract on the market, as practically all of them contain alcohol, though all of them do not contain as much as lemon extract. Vanilla extract, for example, contains 50 per cent. of alcohol and is 100 per cent. proof in alcohol and the tax on every gallon of vanilla extract is about \$1.10. This also is passed on to the ultimate consumer and paid by the ultimate consumer.

"Under these circumstances we feel that we have a right

to demand that if Congress is going to give alcohol to wine makers at only ten cents a proof gallon for making wine, we have a perfect right to insist upon Congress giving us alcohol at a reduced rate for manufacturing flavoring extracts, especially as we are willing that the rate be fixed at 55 cents a proof gallon, whereas the revenue bill proposes to give it to the wine makers at only ten cents a proof gallon.

"We understand that the use of cheap alcohol in the manufacture of wines has been very greatly abused in the past and that much more alcohol was added to wines than necessary, simply because it was cheap and the wines could be disposed of at a good profit to patent medicine manufacturers and others because of their high alcoholic content and little or no tax on such alcohol.

"Under these circumstances we insist that there should be no discrimination between our industry and the wine makers with regard to the use of cheap alcohol, and that if anyone is entitled to the use of alcohol at a cheaper rate of taxation, the flavoring extract manufacturers are entitled to it more than are the wine makers."

### PERFUMERS' TAX WRONGS.

There is probably no measure, aside from a general tariff bill, that has inspired so much interest among manufacturers and business men generally, as the pending General Revenue Bill. Taxation measures which provide for revenue to be obtained through *indirect* taxation do not bring home to the interests involved any accurate perception of the burdens they will have to bear. But when the taxes are *direct*, those who have to pay the taxes can very readily see what they will have to pay.

For instance, when the pending General Revenue Bill was introduced in the Senate it contained a provision for a tax of  $\frac{1}{2}\%$  on the gross receipts of all motion picture theatres. Immediately the National Association of Motion Picture Exhibitors held a convention in Chicago, and made one of the most violent and forceful protests ever presented to Congress. They argued against the imposition of a tax on their gross income alleging that even  $\frac{1}{2}$  of 1 per cent so laid would be an onerous burden on their business.

Yet the perfumers have had to pay a tax which upon its face amounted to about  $2\frac{1}{2}$  per cent of their gross income, yet in reality amounted to between 4 and 5 per cent. This perfume tax took from the manufacturers from a quarter to one-half of their total net profit. **We know of no other industry, in the entire history of this or any other country, that has ever had to pay such a heavy tax.** If this tax could have been passed along to the consuming public all would have been well, for in each individual instance the tax paid by the consumer would have been almost negligible; but when paid in bulk by the manufacturer these separate little items made a very weighty burden. Yet at one time it was proposed to reenact this infamous law.

As reported to the Senate by the Finance Committee, the bill provides for the repeal of parts of Schedule B, eliminating the stamp taxes on perfumes and toilet preparations. We sincerely hope and trust that the bill as finally enacted into law will retain this provision, but there is such a strong fight being made by manufacturers and producers of products in many other industries, that only by unceasing vigilance and unremitting fighting can success be won by the perfumers. The battle will not be won, and its outcome cannot be definitely seen, until the fight is ended; but everything points to success.

## NEW MISBRANDING BILL.

We are indebted to Congressman Loft for a copy of Representative Barkley's bill (H. R. 10496) to "prohibit the manufacture, sale and transportation in interstate commerce of misbranded articles, to regulate traffic therein and for other purposes." With it comes a copy of the favorable report on the bill, with amendments, made by the Committee on Interstate and Foreign Commerce. This bill, if enacted into law, will give the manufacturers of miscellaneous products the same experiences which have harassed the food and drug industries for the last ten years. The bill expressly declares that nothing in it shall in any way affect the Pure Drugs and Food Act of 1906 or the Insecticide Act of 1910.

Following is a summary of the amended bill, which is now on the House calendar:

Section 1 provides a fine of \$500 for the first offense, \$1,000 for each subsequent offense, and imprisonment for one year for any person who shall ship or deliver misbranded original unbroken packages to or from any State, Territory, the District of Columbia, or a foreign country.

Section 6 states that an article shall be deemed misbranded:

(1) If it be an imitation of, or offered for sale under the name of, another article; (2) if the contents of the package, as originally put up, shall have been removed in whole or in part, and other contents shall have been placed therein; (3) if in package form, and the contents are stated in terms of weight, measure, numerical count, or quality, they are not plainly and correctly stated on the outside of the package; (4) if there is branded, upon an article, or upon any label, or other appendage, or upon any package, wrapper, or other receptacle, any statement or design which is false or misleading as to the State, Territory, or country in which it is manufactured or produced, as to the materials of which it is composed, as to the mode of its production, as to bring the subject of an existing patent or copyright, as to its being the product of any person other than the person whose product it is in fact, or which indicates that the article is of a character or quality different from its real character or quality, or that it is an article known by some other distinct name, or if there are applied thereto the name or initials of any person in any false, or deceptive manner, or which is false, or deceptive in any other particular; (5) if there is published concerning said article in any newspaper, magazine, book, pamphlet, circular, or other publication or advertisement, any false, or deceptive word, statement, representation, symbol, or device as to any of the matters or things stipulated in the foregoing subsections.

Section 7 provides that no dealer shall be prosecuted when he can establish a guaranty signed by the wholesaler, jobber, manufacturer, or other party residing in the United States, from whom he purchased such articles, to the effect that they are not misbranded.

## THE M. P. A.'S "CONFIDENTIAL" BULLETINS.

In the last two months the Manufacturing Perfumers' Association has issued a succession of bulletins to its members, all of which no doubt have been duly received and placed on file. Some of them are interesting. The Credit Information Exchange Service can and probably will be made useful. The bulletin gives a list of names, which is not complete and the secretary urges all members to avail themselves of the service. Active members are put in the 100 class and associates in the 500 category. The significance is not explained, but no doubt it will tend to make the service popular.

As a matter of fact the Credit Information Exchange Service can be made a valuable feature of the association's work. It is an excellent departure and should be taken into consideration by manufacturers of perfumes, soaps,

## TRUTH IN ADVERTISING.

By Edward N. Hurley, Vice Chairman, Federal Trade Commission, before the Associated Advertising Clubs of the World, at Philadelphia.

Service to the community must be the ultimate test by which all advertising is judged. For that reason it is very gratifying to find your association taking a strong stand against fraudulent and misleading advertising. Its adoption of "truth" as its world motto is an important step in insuring the public and the advertiser against deterioration of the service which the ad-man supplies. It means a substantial improvement in the reliability of publicity methods. It means a strengthening of business confidence in all advertising.

Every advertiser is interested in successful manufacturing, for only the successful manufacturer remains in business, to sell his goods, and to advertise. Whatever promotes manufacturing success, therefore, and business success in general, directly interests the advertising man.

Whatever makes for strong and substantial protection makes for progress in the field of marketing through publicity. For this reason you are vitally concerned with conditions in the business world as a whole.

etc., as an added reason for joining the Manufacturing Perfumers' Association.

"Summer Comfort Week" was a great success, according to all accounts, but it might have been more so had the bulletins been more comprehensive and less confidential.

There are bulletins galore on the War Revenue Tax outlook and news is given freely in them, with dogmatic opinions which would force Congressmen to terms if the bulletins were not confidential and they could be fired at our representatives in Washington.

The bulletins of July 17 and July 31 contain nothing that was not published in our July issue and in the former it was stated the repeal bill would become a law about August 1, which, however, may not have been an error in prophecy but a misprint as to the month.

The circular of August 4 deals with the proposal to tax all preparations containing distilled spirits. This circular followed information which was given to the officers of the association by the editor of this journal. But still the bulletin was confidential.

The August 17 circular is almost although not quite as complete in its information on this subject as the daily newspapers, but we think the guess that the repeal of Schedule B will take effect before September 1 is shooting short of the target.

It may be remarked that all bulletins of the National Confectioners' Association, the National Wholesale Druggists' Association and most other national trade associations are given the widest publicity possible so that all in the industries in question may be kept well informed upon what is going on in affecting them.

## DEFENDANT GETS JUDGMENT NOTICE.

We often have remarked, as have many of our readers, that the Federal Notices of Judgment almost invariably are against the defendant manufacturers and business men. We are glad to chronicle an exception. This month's batch gives some interesting cases affecting extracts and essential oils. Among them (see page 165) is the record of a defeat for the government in the case of the manufacturer of a toilet preparation.

## PERFUME AND COSMETIC CENSUS.

A summary of the general results of the 1914 census of manufactures for the production of druggists' preparations, patent and proprietary medicines and compounds, and perfumery and cosmetics has been issued by Director Sam. L. Rogers, of the Bureau of Census, Department of Commerce. It consists of a statement of the quantities of the anesthetic and narcotic drugs used as materials and of the products manufactured, prepared under the direction of William M. Steuart, chief statistician for manufactures. The figures are preliminary and are subject to such change and correction as may become necessary upon further examination of the original returns.

"Perfumery and cosmetics" comprise cologne, toilet waters, face powders, cold cream, etc., and perfumes.

The manufacture of perfumery and cosmetics in 1914 was reported by 559 establishments, with products valued at \$17,718,369. These figures, however, do not include the products of establishments classified, according to their principal products, in the other two branches of this industry. At the census of 1909 there were reported 429 establishments, with products valued at \$14,211,969. The percentages of increase in number of establishments and value of products were 30.3 and 24.7, respectively.

The value of the production of perfumery and cosmetics and other toilet preparations in 1914, by all establishments, including those engaged primarily in the manufacture of druggists' preparations and of patent and proprietary medicines and compounds, was \$19,160,427.

The leading five states reporting the 559 establishments classified in this branch of the industry were New York, with 175; Illinois, 67; Pennsylvania, 45; Ohio, 34, and Michigan, 28.

## COMMISSION GOING TO FRANCE.

The American Industrial Commission to France will start from New York Saturday, August 26, on the steamer *Lafayette*. The commission was organized by the directors of the American Manufacturers' Export Association, and the departure was delayed until the date named to enable the French officials to give additional time to the perfection of their arrangements for receiving the commission. These, it is announced, are to be of an elaborate and unusual nature.

The date makes possible the participation of several important representatives who would have been unable to make the trip at an earlier time. The export association states that the utmost interest in the commission has been displayed by many of the most prominent men in all sections of the United States.

## BRITISH PHARMACEUTICAL CONFERENCE.

The fifty-third annual and second war meeting of the British Pharmaceutical Conference was held in London last month. Dr. David Hooper, Ph.C., delivered his presidential address. The following new officers were elected:

President, C. A. Hill, Ph.C., F.I.C.  
Vice-Presidents, Professor H. G. Greenish, W. P. Evans, E. F. Harrison, Edmund White, and G. Whitfield.  
Hon. Treasurer, D. Lloyd Howard.  
Hon. Secretaries, H. Finnemore and R. R. Bennett.  
Hon. Local Secretary, H. Humphreys Jones.  
Other Board Members, T. O. Barlow, H. Deane, F. W. Gamble, C. H. Hampshire, A. R. Melhuish, H. Skinner, H. L. Smith, T. Stephenson, and H. Wyatt.

## NEW NATIONAL FORMULARY.

The Committee on Publication of the American Pharmaceutical Association announces that the National Formulary, Fourth Edition, (N.F.IV.), is ready for distribution. The prices in the various bindings will be as follows: muslin binding, plain, \$2.50; buckram, plain, \$2.75; buckram, interleaved, \$4. The book has been revised completely and enlarged. It contains formulas for 589 preparations in Part I, and in Part II, definitions and tests for 188 ingredients used in the formulas, but not standardized in the U. S. P. IX. The titles of articles total 777.

The N. F. IV is a legal standard under the Federal Food and Drugs Act and various State food and drugs acts. The Midland Publishing Company, Columbus, Ohio, has been appointed general sales agent with the following sub-agents: Baker-Taylor Company, New York City; Chicago Medical Book Company, Chicago; L. S. Mathews Company, St. Louis; *Pacific Drug Review*, San Francisco and Portland.

## OUR NEW SOAP SECTION.

The appearance of our new SOAP SECTION last month stirred considerable interest, and the favorable comments we have heard seem much more than to justify this effort to give to the soap industry a monthly vehicle for the carrying of business and scientific information of timely and practical value, in addition to market reports by recognized and noted experts in their field. Naturally our SOAP SECTION has not reached its growth in one appearance. It will continue to improve, and it will win upon its general usefulness to the industry. No effort will be spared in this direction, and suggestions from our readers regarding the department, as well as news items suitable for it, or for our TRADE NOTES department, will be appreciated.

## FIGURES ON WAR TAX EXTORTION.

Among the arguments submitted on the War Revenue Tax revision at Washington, so far as toilet goods was concerned, we have seen nothing so clean cut, straight and informative as that submitted to Senator Simmons by P. E. Page, general manager of the Talcum Puff Co. He said in part:

"In order that you may have the concrete figures before you, we beg to state that our fiscal year ends September 30. Our net sales for the first 10 months of our fiscal year amounted to \$251,801.53.

Amount spent for Revenue stamps.....	\$31,644.00
Expense affixing stamps .....	1,240.70

Revenue expense .....	14,884.70
-----------------------	-----------

"From the above figures you will note that this tax amounts to just about 6 per cent of the sales.

"It is generally conceded that a manufacturer is exceedingly fortunate if he can make 10 per cent on the sales, and in many instances they work on 5 per cent, and very large manufacturers on even less than 5 per cent.

"It is hardly necessary for me to state that as long as this tax remains on the books, it is impossible for this company to make any money, and I, as manager of the company am willing to make oath that we have never made a dollar net since this tax was imposed.

"I am taking this liberty of writing to you, giving you the exact figures, according to the books, believing that our cause is such a just one that you will see that we get relief in accordance with the bill passed by the House, which eliminates Schedule B, which is the schedule which affects this industry."



## BABSON'S TRADE OUTLOOK.

Roger W. Babson, the noted statistical and trade expert, in his current outlook, gives the following survey of business conditions, based upon thorough investigation and careful observation of the field:

The most striking feature of the present situation is the absence of the usual mid-summer dullness. Business as a whole is in excellent volume and points to heavy trade this fall. The war continues as a great stimulating factor, although quotations of war industrials have suffered. Money shows a firm tone, and this tendency should prevail during the coming months.

The most important indicators of mercantile conditions, almost without exception, are very favorable. When the fall spurt comes, we are likely to see the greatest turnover in merchandise stocks ever known. Generally speaking, people throughout the country are prosperous, and both luxuries and necessities are in demand. This means heavy retail trade. The large volume of bank clearings shows clearly the extent of trade activity. More checks were cleared during June than in January, which is usually the heaviest month of the year. Failures, pig iron production, railroad earnings, idle car reports, new building, and new promotions all bear witness to the unusually heavy volume of business for this time of year.

The substantial improvement in new building is a particularly encouraging feature. The value of permits issued has lately been larger than at any time since the boom of 1909. Other reports on new building which we receive show that factory construction continues very heavy—fully double in value that of any of the last few years.

Some day there are going to be more factories than we shall know what to do with. In view of the high cost of building and the urgent need to avoid overexpansion, we advise against building or buying factory or other buildings at the present time. Those who have factory buildings to sell should not delay in placing them on the market. Certain other classes of real estate, however, are likely to work somewhat higher.

Industrial commodities have probably reached their highest point. This means that in most cases from now on it is advisable to follow a hand-to-mouth buying policy. Do not allow present favorable business to induce you to stock up heavily with high-priced materials.

The money market has recently eased, thus affording borrowers another opportunity to supply their needs for short-time money. Call money has dropped to 2½ per cent., compared with 5 per cent. two weeks ago, while rates on time loans declined nearly 1 per cent. from their recent levels. Heavy gold imports have been the chief cause of this softening in money rates.

The New York banks have also been distributing a large part of their loans among the banks of other cities, thus reducing the loan item and increasing their surplus reserves. Notwithstanding these developments, however, fundamental conditions indicate that money rates will again strengthen before long.

Meanwhile the demands for United States funds are steadily increasing. Although domestic financing has been suspended as far as is possible, the volume of our loans to foreign countries is assuming vast dimensions and promises to grow larger as the war goes on. Crop moving will also necessitate a large amount of funds. Still another factor to be borne in mind is the buoyant effect peace rumors will have upon the money market. The majority of lenders realize that tightening in money must occur at the end of the war. The reports of the Treasury Department show that the stock of gold in the United States has swollen to \$2,439,000,000, an increase of nearly \$550,000,000 during the last two years.

After the war is over the European nations will no longer have cause to send us gold to keep money rates down in this country. Conditions will then be reversed, for they will be in dire need of the gold which they have been sending us, and we shall be obliged to give up a large part of it. This will necessarily mean a contraction of loans and higher short-time money rates. As the war goes on, there will be an increasing tendency to discount these events.

## OUR ADVERTISERS—XX.

C. H. STUART & CO.,  
Newark, N. Y.  
Private Brand Goods.

PERFUMER PUBLISHING CO.,  
80 Maiden Lane, New York.

Gentlemen: Replying to your favor it gives us much pleasure to testify to the excellent pulling qualities of our advertisement in THE AMERICAN PERFUMER. We have prospective trade, or customers, in nearly every state of the Union as a result of our small advertisement.

Yours very truly,

C. H. STUART & Co.

Domestic corporations are now doing as little financing as possible because of the competition which is being presented by foreign issues. As long as the war lasts, however, we must expect that high-yielding foreign bonds will continue to flood our markets, and after the war many foreign industries will naturally turn to this country of capital.

Industrial financing in Europe has been practically at a standstill for the last two years, and the \$10,000,000,000 or more of notes which the belligerent countries have outstanding must be taken care of before their industries can do much financing at home. Therefore, we feel that long-time interest rates in the United States will not be much more favorable to the borrower until financial conditions in Europe are readjusted.

Investors who do not study fundamental conditions are puzzled at the continued heaviness of stocks. Most industrials also present a very favorable appearance at the moment. The insiders, however, realize that we are now getting to a point in the prosperity area where adverse events are likely to occur very suddenly and there is now only one direction in which stocks can move very far. All the market needs now is some sharply depressing factor to start it downward.

That a slump will come sooner or later is inevitable! Just as in the repression of 1914 students of fundamental conditions knew that the first favorable development would start the market on the long swing upward, they now know that the reverse is coming.

While present business conditions are very favorable, it is advisable to turn your energies to strengthening your cash reserves and placing business on a strong foundation. Although it is not yet time to take a reef in business, do not try to crowd on more sail. Seek to increase the efficiency of your present organizations to the utmost, for it is this which will count the most when European competition is again released. Neither the Federal Reserve Law nor any other legislation can take the place of foresight and judgment now. To investors we say—stick to the long swings and trust to the law of equal reaction to bring the reward!

## PRESIDENTIAL ELECTION AND BUSINESS.

With the buying mostly for immediate needs and apparently little speculation there appears to be almost an entire absence of any concern as to the effect upon business either of the Presidential election, the possible coming of peace in Europe, or any other factors of possible disturbance. Such is the opinion expressed by the Committee on Statistics and Standards of the Chamber of Commerce of the United States, of which A. W. Douglas, of St. Louis, is the chairman.

According to this authority campaign year need not be regarded with apprehension by the industrial and commercial interests of the country. The total yield of winter wheat will be approximately between 465,000,000 and 475,000,000 bushels. The quality is most excellent. As a whole harvesting was done under generally favorable weather conditions.



# BARBERS' SUPPLY DEALERS' ASSOCIATION THIRTEENTH CONVENTION, DETROIT, AUGUST 8-10, 1916

## OFFICERS FOR THE NEW YEAR.

President—BERNARD DeVRY, Evansville, Ind.

First vice-president—A. HALVERSON, Oklahoma City, Okla.

Second vice-president—JOHN WEIS, Nashville, Tenn.

Treasurer—OTTO R. HAAS, Chicago.

Secretary—G. G. THOMAS, Des Moines, Ia.

Executive Committee—FRED DOLLE, Chicago; A. J. KRANK, St. Paul; FELIX LADWIG, Milwaukee; C. M. DICKSON (retiring president), Sioux City, Iowa.

Members of the Barbers' Supply Dealers' Association of America, many of them accompanied by their wives, gathered in Detroit, August 8, 9 and 10, for the thirteenth annual convention of the association. The meetings were held at the Hotel Tuller and the exhibits of manufacturers and importers were arranged on the roof garden of that hotel.

The deliberations of the convention were held mostly in the forenoon, leaving the afternoons and evenings free for sightseeing and excursions. The first afternoon the convention members saw "Detroit, the Dynamic," from automobiles in which they toured the city. The big motor car manufactories were visited and the processes therein inspected.

The second afternoon, by chartered excursion steamer, the supply men and the ladies went up Detroit river and across Lake St. Clair, where in that "Venice of America," the constant procession of Great Lakes traffic was seen at close range and the unique wonders of the reed-grown, many and mysterious channelled delta, known as "The Flats" inspected. The fish and frog leg supper, indigenous to the place, was not foregone.

On the third day the pleasure seekers went to Canada, across the river from Detroit.

The exhibits of manufacturers and importers well filled the roof garden at the Tuller. The effect of the great war was markedly shown in the nature of the exhibits. Booths that, in other times, would have been replete with foreign goods were, in this instance, nearly bare except for samples of goods that were, and of goods that may be seen again. Another feature of the exhibit was the showing of American made goods that have resulted because of the failure of imports. Important among these were the shaving mugs and stand bottles. Also there were exhibits of bent goods, both in wood and iron, such as formerly came almost exclusively from Austria.

At the opening business session Treasurer Otto Haas and Secretary G. G. Thomas made their reports which were accepted and voted of a praiseworthy nature. Paul Ulrich, always the mainstay and life of the conventions, made a report as to membership, that created much enthusiasm.

Mr. Ulrich said that the Detroit convention was one of the most successful ever held, but insisted that the association was going on to still greater strength and membership. He told of local associations of barber supply dealers who were intending to co-operate more fully with the national association than they had done in the past.

President Charles M. Dickson gave his annual message at the second session, held Wednesday. At the same session a discussion of costs in manufacturing was led by

A. J. Krank, St. Paul, Minn., and by B. DeVry, Evansville, Ind. An informal discussion of profits and costs in general followed.

The last day of the convention was featured by an address by Guy G. Frary, food and drug commissioner for the State of South Dakota. Mr. Frary was in Detroit attending the national convention of the Association of Dairy, Food and Drug Officials which was in session simultaneously with the session of the barbers supply dealers, across the street, at the Hotel Statler. The address of Commissioner Frary dealt with sanitation in barber shops and the means to attain the end.

On the recommendation of the nominating committee officers were elected for the ensuing year. Paul Ulrich was retained as head of the membership committee. The two new members of the board of directors are: Charles M. Dickson, Sioux City, Ia., the retiring president, and Felix Ladwig, Milwaukee. By unanimous consent the next convention will be held in Chicago.

The exhibit of Bennett & Davis, Chicago, agents for Heine & Co., New York, was in charge of George E. Davis. Paul Ulrich was in charge of the S. R. Droscher exhibit. Other exhibitors were: Pompeian Manufacturing Co., Deck's Sunset Hone Co., Mark W. Allen Co., Levine Manufacturing Co., Misner Manufacturing Co., Clench & Shannon Co., A. C. Powell & Co., Holman Soap Co., Pennsylvania Oil Co., Irwin Leather Goods Co., Deschler broom factory, Hamilton, Black Manufacturing Co., American Shoe Polish Co., Amole Soap Co., Great Northern Plating Works, Ideal Metal Furniture Co., American Hone Co., Acme Chemical Co., Miller Manufacturing Co., Geneva Cutlery Co., Colgate & Co., Star Safety Razor Co., Ernest Wolf, Inc., and P. A. Geier Co.

## Answer: Made in America Is Best.

A correspondent in a Glasgow evening newspaper asks if chemists are patriotic. He states that he was surprised when a chemist in town tried to "push" an American brand of tooth paste on to him instead of the English brand he asked for. He chanced to mention the occurrence at his club the same evening, and was astonished to hear that nearly everyone present had experienced the same thing as regards either soap or other commodities generally purchased from chemists. He was moved to ask: Were chemists patriotic? He should have asked: Whose goods were best?

## His Only Hope.

"How about some hair tonic?" suggested the barber.

"What for?" inquired Mr. Growcher.

"So as to preserve your hair, of course."

"Let it fall out. I'm too old to be handsome, and my only hope of looking intelligent is to become bald-headed."

—Washington Star.

## And What Did He Say?

In a Flatbush avenue barber shop:

"Manicuring done while you wait, 35 cents."

I told the barber if it was the same to him I would leave my finger nails to be heeled and soled, and call back for them in the morning.—American Hairdresser.

# THE TRADE-MARK RIGHTS OF AGENTS

By HOWARD S. NEIMAN, New York City

What are the trade-mark rights of the United States representative of a foreign manufacturer? Has the sole agent of a foreign manufacturer the right personally to register in this country the trade name by which the articles are known abroad, and if so, has he the legal right under his trade-mark registration to prevent the importation and sale of the foreign made goods in this country?

These important questions have lately been answered by the United States courts in the matter of Fred Gretsch Manufacturing Company vs. Michael E. Schoening and Dudley Field Malone, the latter collector of the Port of New York, and the result adds another confusion to the many surrounding the rights of property in trade-marks.

The facts as shown by the testimony are the following:

Mueller has for more than twenty years manufactured in Germany certain violin strings, and has always sold them under the trade name of "Eternelle."

In 1896 Schoening became the exclusive agent in the United States for these strings, the contract of agency being for ten years, and is by extensions in force at the present time.

In 1908 Schoening applied for and received a United States trade-mark registration for the name "Eternelle" for strings for musical instruments. He has never made violin strings, and his only use of the name has been upon the products of Mueller. Thereafter he served notice through the Secretary of the Treasury upon the collectors of customs, advising them of such registration, and demanding that violin strings bearing the trade-mark should not be admitted to import.

The Fred Gretsch Manufacturing Company purchased from a dealer in Germany certain genuine Mueller strings bearing the trade-mark, and their entry into this country was refused by the collector of customs at New York on account of the notice served by Schoening, and this action was brought for the purpose of compelling Schoening to withdraw his notice and allow the importation.

In its decision the court held that Schoening's registration is a valid one, and that he is, and has been since 1908, the lawful owner of the trade-mark "Eternelle" as applied to violin strings.

The court assumes the position that the primary object of a trade-mark is not the protection of the owner, but the protection of the public, and hence seemingly bases its decision upon the answer to the question: "Has the public been deceived?"

Section 27 of the Trade-Mark Act of 1905 reads as follows:

"No article of imported merchandise . . . which shall copy or simulate a trade-mark registered in accordance with the provision of this act . . . shall be admitted to entry at any custom house of the United States."

and the court held that as the imported articles were the genuine goods carrying the identical trade-mark of the registration they can not be considered as a "copy or simulation," and accordingly issued an injunction requiring Schoening to cancel his notice to the Treasury Department as to the genuine goods of Mueller.

The result of this peculiar litigation raises a great many questions as to its bearing upon the trade-mark rights of domestic representatives of foreign houses.

If the representative is the legal holder of a valid trade-mark registration, is he not entitled to its sole use?

If the public is not deceived, but his own business is injured by the use of his registered trade-mark by another, has he no redress?

Even if the genuine goods are manufactured in this country, can he not stand upon his rights of trade-mark ownership and prevent their sale to the detriment of his business?

How can its manufacture in a foreign country affect his rights of sole trade-mark ownership in this country?

Upon the termination of the contract of sole agency, what trade-mark rights are retained by the agent who has obtained the registration?

Can a new agent use the registered trade-mark owned by the former agent?

Can a trade-mark registration be a provisional one dependent upon a contract?

These and other questions naturally suggest themselves as the outcome of this decision.

That the Court harbored some doubt regarding the matter is evidenced when it said:

"It cannot, however, be said that the question is free from legal doubt, though I have no doubts whatever as to the facts. . . . It appears to me finally that the question is one that ought to be settled by controlling authority, and that promptly."

This decision adds to the uncertainties of trade-mark rights, but an appeal has been taken and the final outcome will be awaited with great interest by the many domestic representatives of foreign concerns.

## OILS OF INCENSE CEDAR.

The incense cedar (*Libocedrus decurrens*) is mainly restricted in its range to the state of California. The leaves (needles) and twigs of the tree yielded about 9.24% of greenish-yellow oil having sp. gr. 0.8655-0.8766 at 15° C.;  $n_D^{20}$  = 1.4754-1.4778;  $[a]_D^{20}$  = -3.20° to +38.68°; acid value, 0.48-1.30 ester value, 18.49-27.82; after acetylation, 28.64-46.24. The oil contained, approximately: *l*- $\alpha$ -pinene, 12-16; *d*-sylvestrene, *d*-limonene, and dipentene, 54-58; bornyl acetate, 8; free borneol, 4; "libocedrene" (a sesquiterpene), 6-7; "green oil," 2%. The bark yielded 0.14% of faint, greenish-yellow oil which had sp. gr. 0.8621 at 15° C.;  $n_D^{20}$  = 1.4716;  $[a]_D^{20}$  = +1.10°; acid value, 0.60; ester value, 3.22; after acetylation, 9.53. It contained: *l*- $\alpha$ -pinene, 73-85; dipentene, 5-6; bornyl acetate, 1; free borneol, 2; "green oil," 3%.—*Journal Ind. Chem. Eng.*

## Fatal Soap Works Accident.

An unusual accident at the Broad Plain Soap Works, Bristol, England, was the subject of a coroner's inquiry last month. Deceased, S. R. Basire, was burned by the boiling over of a vat in the tallow making department. The vat contained soap and fat—dregs from the department—and it had never been known to boil over in this way. The theory advanced by the foreman was that a thick scum formed on top, and that steam generated below and blew this off. The verdict was accidental death.

# THE CLASSIFICATION OF ODORS\*

By ERNEST J. PARRY, B.Sc., F.I.C.

There have been numerous attempts at the classification of odors, all of which have been empirical and useless, and most of which have been childish and absurd. The purpose of this article is not an attempt to make any classification of odors, and critics may, therefore, well describe its title as a case of *lucus a non lucendo*. It is rather to suggest some considerations which appear to be material to any possible scientific system of classification, such as in the present state of our knowledge cannot be said to exist.

The initial difficulty in any attempt at such a classification lies in the fact that we have no absolute standards to apply to the sense of smell. It is true that the sense of sight differs materially in different persons, but in spite of one person having a delicate perception of colors and shades whilst another is color blind, we have the spectrum and the measurement of wave lengths to turn to as something absolute and independent of personal idiosyncrasy. But where can we turn to for anything absolute in reference to the sense of smell? What is a perfume? Here are a few definitions taken at random from dictionaries near to hand: "A substance that emits an agreeable scent"; "a substance that emits a scent or odor which affects agreeably the organs of smelling"; "a substance which emits a sweet odor."

Now these—and all other—definitions of perfume cover such substances as carbolic acid or iodoform, whose odors are particularly agreeable to some persons, but it will scarcely be conceded by most readers of this article that such substances are understood by them to be perfumes.

In the more or less disjointed considerations which follow, these elastic and unfixable definitions and standards are fully recognized, and such an expression as a "rose-like odor" is intended to convey nothing more than an odor, which most persons would associate with the odor of the rose to some greater or lesser extent.

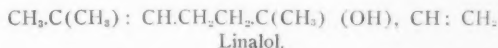
It may be that no scientific classification of odors is possible, but if it be so, then, in the writer's opinion, it will not be so until we have a much greater knowledge of the relation of odor to chemical constitution—or, in other words, to use a mathematical expression—until we know to what extent and in what direction odor is a function of chemical constitution.

If one examines the parent substances of the aliphatic series, the hydrocarbons of the methane series, and compares them generally with the parent substances of the closed chain compound, such as benzene and its homologues, and naphthalene also, it is impossible to avoid the conclusion that, speaking generally, those compounds of the closed chain series having the same degree of volatility, as measured by boiling points, as compounds of the open chain series, have a greater quantity of odor than that possessed by the corresponding open chain compounds. Further, without attempting to diagnose the qualitative distinction, it is obvious that any trained nose can distinguish between the odors of the two series of compounds, and could usually correctly refer a hydrocarbon which had an odor to the closed or open chain series. Taking the closed chain hydrocarbons themselves, it is also probably true that most trained observers could discriminate between

ordinary benzene derivatives, and the terpenes, by the nose alone. How far is this referable to the fact that the terpenes are largely, as a class, close relations to para-isopropyl-methyl benzene?

These initial considerations indicate that the closing of the carbon chain, the orientation of the substituent groups, and the nature of the side chains in the molecule, have some definite ascertainable relationships with the odor of the compound; but, although such relationships may be ascertainable, they are not, in the present state of our knowledge, actually ascertained, and, even so far as they may be, are not yet capable of expression.

Now turn for a moment to the case of alcohols. The ordinary alcohols of the open chain series of compounds are easily distinguishable, as a class, from the much more odorous alcohols of the closed chain series. But we can go a step further. Di-olefinic-alcohols, in which the double union of carbon atoms, C:C, occurs twice, are well recognized bodies, and many of them have been fully described (see *Annalen*, 197, 70). There is, however, a class of di-olefinic alcohols, of which the members occur in nature, which differ enormously in the character of their odor from the ordinary di-olefinic alcohols. These are the natural alcohols of the geraniol series. The constitutions of geraniol and linalol, the two principal representatives of the series, are as follows:



Nerol is another member of the same group, and is clearly only a stereo-isomeride of geraniol.

These particular alcohols of the geraniol series have characteristic odors which any expert can at once "classify." They differ in this respect entirely from the ordinary group of di-olefinic alcohols, and are usually regarded as the parent substances of the rose and bergamot odors.

They are easily converted into compounds belonging to the closed chain series, and an examination of their constitution shows that the relative positions of the double carbon linkages easily allow for their elimination, with the consequent formation of a six-carbon ring.

How far is this intermediate or unstable position, between the normal aliphatic alcohols and the closed chain compounds, the determining factor of the characteristic odor?

There are a number of alcohols of the same formula, in which the closed six-carbon ring actually exists. We may now compare these with the alcohols of the geraniol series.

Such alcohols as terpineol, borneol, thujyl alcohol and their near relatives, such as menthol, are usually known as alcohols of the terpene series, being closely related to the terpene hydrocarbons in their constitution. So characteristic are the odors of this series of alcohols that even an untrained nose could not fail to place them in a class apart from such alcohols as geraniol and its relations. All these alcohols contain the closed six-carbon ring, with the side chains, generally speaking, in the *para*-position.

\*From the *Perfumery and Essential Oil Record*.

The odors of the purely benzenoid alcohols differ in character entirely from the last described. Benzyl alcohol,  $C_6H_5CH_2OH$ , is methyl alcohol with one atom of hydrogen replaced by the phenyl group; its next homologue is phenyl-ethyl alcohol,  $C_6H_5CH_2CH_2OH$ , and phenyl-propyl alcohol and cinnamic alcohol are also typical members of the group. Benzyl alcohol is a characteristic component of the "soft" jasmin odor; phenyl-ethyl alcohol is essentially a delicate rose perfume; phenyl-propyl alcohol has the peculiar soft, heavy odor one detects in the hyacinth type of flower, and cinnamic alcohol is similar to the last-named.

Now these purely benzenoid alcohols possess soft, sweet odors sharply differentiated from those of the closed chain alcohols of the terpene series, but more nearly related to those of the geraniol series, although differing in a marked manner from them. How far is this similarity due to the combination of a closed chain radicle with a normal aliphatic alcohol? The geraniol series, be it remembered, are aliphatic in constitution, but so unstable as to be easily converted into cyclic compounds.

The last class of alcohols to which we need refer is that of the sesquiterpene alcohols. The sesquiterpenes have, of course, a much higher molecular weight and complexity than their relations, the terpenes. Their odors are not very powerful as a rule, but they are all sharply differentiated from those of the terpenes by being what may be called "heavy."

It is, however, in the sesquiterpene alcohols that this marked difference in odor is accentuated. Take the cases of santalol,  $C_{15}H_{24}O$  or  $C_{15}H_{26}O$ ; cedrol,  $C_{15}H_{26}O$ ; patchouli alcohol,  $C_{15}H_{26}O$ ; guaïol,  $C_{15}H_{26}O$ ; and numerous other compounds of this type. Their odor is intense, heavy and lingering, to such an extent that they naturally fall into that category of odors which, in the common parlance of perfumery, one terms "Oriental," and perfumers would naturally turn to this group of alcohols when devising heavy Oriental perfumes.

Before dismissing the alcohols, we may revert to the pure open chain alcohols for a moment. After a certain degree of complexity in the molecule has been reached, say, with the seven carbon compound (heptyl alcohol), the aliphatic alcohols up to, say, duo-decyl alcohol, possess intense odors having no apparent relationship with the slight odors of the first two or three members of the series. These odors are of a "fruity" nature, and stand quite by themselves as alcoholic perfumes. They are so intense, that unless used in mere traces, they will ruin any perfume of which they are constituents.

There is still a group of compounds in which the  $-OH$  group is present, namely, the phenols. Typical of these (and their ethers) are thymol, carvacrol, eugenol, safrol and anethol, all of which possess odors not easily relegated to any of the previously described classes.

As a consideration, then, to be studied, if odors are ever to be satisfactorily classified, we may divide alcoholic odors into the following main classes:

1. The fruity odors of the higher fatty alcohols.
2. The soft, rose-like and similar odors of the di-olefinic alcohols of the geraniol type.
3. The soft, heavier odors of the cyclo-substituted aliphatic alcohols, such as benzyl and phenyl-ethyl alcohols.
4. The sharp (camphoraceous?) odors of the terpene alcohols of the borneol type.

5. The heavy "Oriental" odors of the sesquiterpene alcohols.

6. The phenolic odors.

The question of esters is, in general, a much more simple matter, because the fundamental points of difference existing in the various alcohols are, to a very great extent, preserved in their corresponding esters. Series of esters vary, of course, in two principal methods—either the alcohol rises in the homologous series or the acid radicle does. Thus we may have the following series of esters:

Geranyl formate,  
Geranyl acetate,  
Geranyl propionate,  
Geranyl butyrate,  
Geranyl valerianate,

where the alcohol is constant and the acid radicle is progressive. Now all these esters have odors which are clearly referable to the rose-geranium type. But if a careful comparison of the odors be made, it will be clearly appreciated that there is a definite progression of the "heaviness" of the perfume as the series of esters is ascended. At the same time it will be found that the essential type of the odor—that of rose, or rose-geranium—has not altered. The inference, therefore, is irresistible, that the dominant odor is a function of the molecular constitution of the alcohol, whilst the varying "shade" of the odor depends on the acid radicle. The above example is, of course, merely typical, and it will be found that the same considerations apply to nearly any—if not to all—well-defined series of esters of this character.

Let us now take a series of esters in which the acid radicle is constant, whilst the alcohol rises in an homologous series. Such a series, all three of which are commercial articles, are for example—

Methyl salicylate,  
Ethyl salicylate,  
Amyl salicylate.

Here, again, the typical sharp, light odor of wintergreen, of methyl salicylate, becomes a "heavier" odor, but still resembling wintergreen, in the ethyl ester, whilst in the amyl ester it has become still heavier, and recalls the orchid type of odor.

Passing on to the aldehydes containing the  $-CO-H$  group, which, after all, is merely a special type of the ketone complex,  $-CO-$ , so that the two series of bodies may conveniently be discussed together, we may call attention to one important limitation. It is an undoubted fact that a large number of bodies containing this grouping,  $R-CO-R'$ , where  $R$  may be a radicle and  $R'$  either another radicle or hydrogen, do possess powerful odors. But one must guard against placing too much importance on a given molecular complex as being responsible for the odor of a compound. The necessity for this limitation must be apparent to anyone who has examined, for example, the attempt of the German chemist Witt to establish a theory of color as related to chemical constitution.

(To be continued.)

#### "Very Useful and Very Interesting."

Editor American Perfumer and Essential Oil Review:  
Enclosed \$1 for renewal of subscription. Your journal is very useful and very interesting. B. D'Emo.  
Greenwich, Conn., June, 1916.



## FLAVORING EXTRACT SECTION

### OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

Since our last issue Frank L. Beggs, president, and Thomas E. Lannen, attorney of the Flavoring Extract Manufacturers' Association of the United States, have issued Circulars 44 and 45.

Circular 44 relates to the movement started by the association to obtain a reduction in the tax on alcohol used for flavoring extract purposes. Reference is made to Congressman Gillett's bill cutting the tax from \$1.10 to 55 cents a proof gallon, which was introduced by request of the association. The circular gives the text of a convincing argument on the subject which was sent to each Senator by Dr. S. H. Baer, chairman of the association's committee having this matter in charge. Suggestions were made in the circular that the members communicate their views on the subject to the Senators from their States and to their Representatives in Congress.

Circular 45 surveys the Atlantic City convention which was reported in summary in our last issue and the full proceedings of which will be sent to the members in due time. It shows that the convention really succeeded in getting down to "brass tacks" in wrestling with the problems of the industry.

#### POSSIBLE MERGER WITH SPICE TRADE ASSOCIATION.

Attention is directed to the possibility of a merger with the American Spice Trade Association. This was considered at the July convention of the Flavoring Extract Manufacturers' Association, which adjourned to meet in the Martinique Hotel, New York City, on September 29, unless sooner convened by the president. Meanwhile the old officers are holding over, the idea being to give a representation to the spice men should the merger be consummated.

The proposed amalgamation was presented to the American Spice Trade Association at its meeting in New York, August 3, by Charles D. Joyce, of A. Colburn & Co., Philadelphia. Mr. Joyce is a member of the executive committee of the Flavoring Extract Manufacturers' Association. On motion, President Weikel was authorized to appoint a committee of five members, including himself, to confer with a committee of the Flavoring Extract Manufacturers Association as to the proposed amalgamation and to report back to the association; the meeting to adjourn subject to the call of the president.

President Beggs has received word from the secretary of the Spice Association that President Weikel has appointed the following committee to represent the spice men: Benjamin H. Old, New York; Carl Brand, Cleveland; William Archibald, New York; W. D. Weikel, Philadelphia; John Clarke, New York. This committee is expected to hold a meeting at an early date with the executive committee of the F. E. M. A. to consider the proposed merger.

At the meeting of the spice men these officers were elected: President, William D. Weikel (re-elected); vice-president, R. A. McCormick; secretary, John Clarke (re-elected); treasurer, T. Greidanus (re-elected); director, to serve three years, Louis Hagen. Arbitration Committee: E. W. Durkee (re-elected), Lomax Littlejohn (re-elected), Samuel Lee (re-elected), Benjamin H. Old (re-elected), Patrick W. Walsh (re-elected).

The treasurer's report showed a balance of \$1,395.20. The association contains 97 active firms in full membership at present, including many of the largest food product houses in America, including manufacturers, dealers, importers, as well as agents and brokers.

The merger is in abeyance of course until the committees can get together and decide upon the advisability of making the consolidation. It is expected that a meeting will be held at an early date. If the project goes through both associations can hold a joint session at the Martinique on September 29.

#### OTHER FLAVORING ASSOCIATION MATTERS.

In Circular 45 is given a new ruling of the Treasury Department in relation to the operation of the Narcotic Law.

A report is given of the hearing before the Illinois State Board of Pharmacy on the sale of certain articles which may be handled by general merchants.

Legislation in Georgia is described. The Georgia legislature is the only one now in session and two pending measures are objectionable and are being opposed.

The situation in Congress also is reviewed.

#### ORANGE OIL STANDARDS.

Regarding the U. S. P. standard for orange oil a writer in the *N. A. R. D. Journal* makes the following interesting comments:

The United States Pharmacopoeia recognizes only *one* grade and only *one* kind of oil of orange, and that is *Oleum Aurantii Corticis*, a volatile oil obtained by expression from the fresh peel of the sweet orange, and none other should ever be employed when oil of orange is specified in official preparations.

In looking through various price lists and druggists' shelves, however, one finds five different oils of orange so used. There are, first, the official oil, the oil of bitter orange, oil of neroli bigarade, oil of neroli petale, and oil of neroli petit grain.

The oil of bitter orange peel has a flavor superior to that of the official oil, and is also known by the name of bigaradia oil (not to be confused with bigarade neroli oil). The three neroli oils are distinctly different from the other two and also from each other, being obtained from orange flowers and orange "berries" and used mostly in perfumery.

The neroli bigarade variety is obtained from the whole flowers of the bitter orange; the neroli petale variety from the petals only of the bitter orange flowers, while the much cheaper neroli petit grain is derived from leaves, twigs and unripe fruit of the South American bitter orange.

The oil of orange, official in the Pharmacopoeia, being

employed for flavoring purposes only, should conform to every official requirement for purity, and under no circumstances should any other oil be used. It should be pale-yellow in color, free from all bitterness, and have the characteristic aromatic odor of orange, free from the slightest taint of a terebinthinate odor.

A practical way of testing this oil for purity of aroma, and to avoid being imposed upon in its purchase, with old or inferior oils is as follows: Take a piece of fresh orange peel, scratch it on the surface to break a few of the oil cells, and rub this injured part upon the back of the hand. Only a very small amount of peel need be used, just enough to get the odor, which is the true odor of the oil.

Then, to compare the purchased oil, place a little of the latter by means of the cork from the bottle upon the other hand. Any inferiority is readily noticed by this method.

Oil of orange should be preserved in small, well-stoppered, blue or amber-colored bottles, and kept in a cool place. A rectified sweet oil of orange is on the market, but it should not be used in official preparations, as it soon spoils and develops an objectionable odor. The yellowish-white sediment often noticed in the official oil is not objectionable, provided the oil meets the other requirements, as this sediment is common to all expressed volatile oils. This sediment is wax-like, non-volatile, and about it little as yet is known.

## ESTERS IN LEMON OIL AND EXTRACTS

By R. O. Brooks, Consulting Food and Drug Chemist, 191 Franklin Street, New York City  
(formerly state chemist, New Jersey and Pennsylvania).

In what was announced as the beginning of a series of researches on the ester content of various citrus oils, Albright and Young of the Bureau of Chemistry at Washington, reported about a year ago (see *Journal of American Chemical Society* for October, 1915), on the "Determination of Volatile Esters" in lemon oil and lemon extracts. They propose a method for volatile esters, claiming to have also found in lemon oil over 1% (as linalyl acetate) of a non-volatile saponifiable residue, of a resinous nature. The values they report as the volatile esters of lemon oil (1.24 to 1.74% as linalyl acetate) agree fairly close, however, with those reported by Umney & Swinton as the ester content of lemon oil, e. g., 1.2 to 1.4% (as geranyl acetate).

It is an interesting question whether the resinous residue actually exists in the oil or is formed by some aldehydic "condensation" during distillation to remove terpenes. Parrozzani's data on the volatile ester content of terpeneless lemon oils, viz.: 26.1 to 37.2% (as linalyl acetate) does not suggest this as, according to the ratio of esters to aldehydes found by Albright & Young (averaging about 30%), about 23% would be the theoretical ester value of a completely terpeneless lemon oil. It is interesting to note that lemon oils showing the most aldehyde (citral) had the higher ester content, the latter, however, always averaging close to 30% of the former.

In the behavior of pure citral (geranial) and especially when subjected to the oxidizing conditions of the "shaking out" process of making a terpeneless lemon extract, we may trace an explanation of this. There is no reason to regard geranial (citral) as being much more stable than the majority of aldehydes. All are easily oxidized to the corresponding acid, thus benzaldehyde, no matter how carefully preserved, quite rapidly oxidizes to benzoic acid, cinnamic aldehyde to cinnamic acid, etc., etc.

Thus a fresh sample of Schimmel's purest citral (geranial), polarizing at zero, showed an acidity equivalent to 0.75% geranic acid. A sample of exactly the same grade, kept in an infrequently opened, brown bottle, shows at the end of seven years an acidity equivalent to 18.7% geranic acid.

Albright and Young report that the steam distillates, obtained from the terpene-freed lemon oils that they worked upon, always had an acid reaction. As lemon oil also contains alcohols (terpineol and geraniol) there is reason to believe that esters of geranic acid (geranates) may be also present in lemon oil or formed during distillation, and that the higher the citral content, the more ester there will be found, as Albright and Young report.

In the manufacture of terpeneless lemon oil there may well be an increase in ester content, thus accounting for the 26.1 to 37.2% of esters reported by Parrozzani in terpeneless lemon oils, as compared with the 23% theoretically possible.

In the manufacture of terpeneless lemon extract by "shaking out" lemon oil with dilute alcohol, the agitation and aeration must result in considerable oxidation of geranial (citral) and subsequent formation of ethyl geranate, which is definitely known to be fragrant and of flavoring value. Albright and Young report from 0.09 to 0.14% (as linalyl acetate) esters in standard, presumably freshly-made terpeneless lemon extracts. On the basis of 1.5% esters in lemon oil, only about 0.07% esters should be found in a standard terpeneless lemon extract, unless the oxidation of citral to geranic acid and subsequent ester formation has occurred.

In sextuple terpeneless lemon extracts, tested by the writer in connection with one of the most unjust prosecutions ever forced through by the Bureau of Chemistry (before the present chief took charge), the comparatively fresh samples showed from 0.39 to 0.65% esters (theory would call for about 0.42%) while a sample 3 years old showed 0.94% esters! The prosecution was based on low citral content (in spite of evidence showing that more than 30% lemon oil had been extracted) and overlooked entirely the fact that the esters formed from the oxidized citral, plus the normal ester content (amounting to 0.64% according to the government's own analysis), were perhaps of more flavoring value than the missing citral.

Samples of standard lemon and standard terpeneless lemon extracts tested by the writer have shown from 0.05% esters in a freshly-made product to as high as 1.37% (!) in a sample (not terpeneless variety) 4 years old.

Perhaps the most interesting point in Albright and Young's work is the ratio between the esters and the aldehydes (as citral) in the natural lemon oils. This ranges between 26 and 32% and if the formation of esters at the expense of citral is always proportionate, the ratio ought to be of some value in detecting adulterations. The whole subject of the stability of citral (geranial) and aldehydes generally in oils and extracts (benzaldehyde in almond oil and extract, etc.) should be carefully investigated.

The work on the ester content is valuable and we await with interest the further work promised on orange and other citrus oils, such as grape-fruit oil, which is now being used for flavoring purposes, and the terpeneless variety of all citrus oils.

## FOOD OFFICIALS APPROVE NEW STANDARDS

OFFICERS CHOSEN FOR ENSUING YEAR.

President—J. J. FARRELL, of Minnesota.

Vice-President—FRANK A. JACKSON, of Rhode Island; OSCAR DOWLING, of Louisiana; BENJAMIN J. PURCELL, of Virginia.

Secretary—JOHN B. NEWMAN (holds over).

Treasurer—GEORGE J. WEIGEL, of Wisconsin.

Executive Committeeman—GUY G. FRARY, of South Dakota.

Chairman of Co-operation Committee—W. SCOTT MATTHEWS, of Illinois.

Next Convention Place—Deadwood, South Dakota.

At the 20th annual convention\* of the National Association of Food, Dairy and Drug Officials at Detroit last

month representatives of thirty-two states were in attendance and twenty-seven other interests were represented.

The official method for enacting a formal food standard under the practice of the Department of Agriculture is for it first to be framed by the Committee on Standards and Definitions, then submitted to the Association of Food, Dairy and Drug Officials, then to the Association of Official Agricultural Chemists and finally passed to the Secretary of Agriculture for official promulgation.

In accordance with custom, Prof. E. F. Ladd of North Dakota, as chairman of the standards committee of the Food Officials, presented a draft of food standards, and it was unanimously adopted. In part it follows:

**SODA WATER FLAVORS.**—1. Ginger ale flavor is the water-soluble product obtained from ginger, with or without flavoring substances which do not simulate the flavor or pungent effect of ginger. The predominating flavor of the product is that of ginger.

2. Ginger ale with capsicum flavor is the water-soluble product obtained from ginger and capsicum, with or without other flavoring substances. The predominating flavor of the product is that of ginger.

3. Sarsaparilla flavor is the water-soluble product prepared with oil of sassafras and methyl salicylate, or oil of wintergreen, or oil of sweet birch, with or without other essential oils or extract of sarsaparilla.

**SODA, OR SODA WATER.**—1. Ginger ale is the carbonated or artificially carbonated beverage prepared with potable water, acidulated sugar (sucrose) syrup and ginger ale flavor.

2. Ginger ale with capsicum is the carbonated or artificially carbonated beverage prepared with potable water, acidulated sugar (sucrose) syrup and ginger ale with capsicum flavor.

3. Sarsaparilla is the carbonated or artificially carbonated beverage prepared with potable water, sugar (sucrose) syrup and sarsaparilla flavor. It may or may not be acidulated.

(Note.—It is the opinion of the committee that the use of sugar color in ginger ale, ginger ale with capsicum, or sarsaparilla soda water flavor, or the corresponding soda, soda water, does not require that they be labeled as imitation products. It is the opinion of the committee that citric acid, when of the purity required by the U. S. P. is permissible for the acidulation without a statement on the label. Additional definitions and standards for soda water flavors, soda, soda water, under consideration.)

**EDIBLE FATS AND OILS.**—General definition:

Edible fats and edible oils are such glycerids of the fatty acids as are recognized to be wholesome foods. They are dry and sweet in flavor and odor.

Cacao butter, cocoa butter, is the edible fat obtained from sound cacao beans either before or after roasting.

Cocoonut oil, copra oil, is the edible oil obtained from the kernels of the cocoonut.

Cochin oil is the cocoonut oil prepared in Cochin (Malabar).

Ceylon oil is cocoonut oil prepared in Ceylon.

Corn oil, maize oil, is the edible oil obtained from the germ of Indian corn (maize) (*Zea mays* L.).

Cottonseed oil is the edible oil obtained from the seed of the cotton plant (*Gossypium herbaceum*, L. or other species of *Gossypium*).

Olive oil, sweet oil, is the edible oil obtained from the sound, mature fruit of the olive tree (*Olea europaea* L.).

Palm kernel oil is the edible oil obtained from the kernels of the fruit of the palm tree (*Eloeis guineensis* L.).

Peanut oil, arachis oil, earthenut oil, is the edible oil obtained from the peanut (*arachis hypogaea* L.).

Poppy seed oil is the edible oil obtained from the seeds of the poppy (*papaver somniferum* L.).

Rape seed oil, colza oil, is the edible oil obtained from the seeds of the rape plant (*Brassica campestris*).

Soya bean oil, soja oil is the edible oil obtained from the seeds of the soya bean plant (*Dolichos soja* L., soja *Histida*, Sieb et Zucc., Soja japonica, Savi., Blycine *Hispida* Maxim., *Glycine Soja* L.).

Sesame oil, gingii oil, teal oil, Benne oil is the edible oil

obtained from the seed of the sesame plant (*Sesamum indicum*, De Candolle, *Radium Schum* and Thonn).

Sunflower oil is the edible oil obtained from the seeds of the sunflower (*Helianthus annus* L.).

The following resolutions were adopted:

Favoring the encouragement by Congressional enactment of laws, of the manufacture of industrial alcohol from farm waste.

Favoring the extension of co-operation between Federal and State food, drug and dairy officials and increasing the Congressional support of the work, both with funds and with more adequate laws.

Favoring the extension of the powers of State officials to permit them to more effectively regulate the sanitary display of goods, protecting the same from flies, vermin and insects.

Condemning the "Food Expert" columns in the "yellow press" for their misleading and untruthful statements and cautioning the reading public against their inspired statements.

Favoring the greater use of skimmed milk as human food and urging the repeal of such laws as interfere with its more general use and sale.

## PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

### FEDERAL.

#### Notices of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture.

Among the Notices of Judgment given under the Federal Food and Drugs Act, No. 4,301 to 4,350, inclusive, sent out by the Bureau of Chemistry, Washington, D. C., the following are of interest to our readers:

4317. Alleged misbranding of oriental cream. United States . . . v. 6 dozen bottles of oriental cream. Judgment for claimant.

Each bottle was labeled: "Oriental Cream or Magical Beautifier, an Elegant and Delicate Preparation for the skin and complexion, for tan, pimples, freckles, morpew and blemishes of the Cuticle. Prepared by . . . New York. Price \$1.50 per bottle. Guaranteed under the Food & Drugs Act, June 30, 1906. Serial No. 1583. Directions: Shake the bottle well; apply with a piece of velvet sponge and rub quickly with a soft surface. The thinner put on the more delicate the complexion. None genuine without the signature." (On sticker around the neck of the bottle) "Use Oriental Velvet Sponge to apply Oriental Cream."

Misbranding was alleged for the reason that the bottles bore certain statements regarding it and the ingredients and substances contained therein which were false and misleading; that among said false and misleading statements was the following, to wit, that the term "Oriental Cream" led one to believe, and was calculated to convey the impression, that it was a drug similar to, and composed of ingredients characteristic of, cold cream, whereas, in truth and in fact, said so-called Oriental Cream was a solution in water of mercurous chlorid, commonly known as calomel. Said cream was not of oriental origin, or made, manufactured, or prepared in the Orient, but was made, manufactured, and prepared in the United States of America.

On July 30, 1915, the case having come on for hearing and having been submitted to the court as an issue of law upon the pleadings, after argument by counsel, judgment in favor of the claimant company was rendered by the court, and it was ordered that the libel in the case be dismissed. The court (Geiger, J.) found, in effect, that the word "Cream," in the phrase "Oriental Cream," was used in an adjective or descriptive sense. He compared it to the expression "Cream of Wheat" and said the word was

(Continued on page 181.)

# SOAP INDUSTRY SECTION

Conducted by Dr. E. G. Thomssen, of Brooklyn, N. Y.

## OUTLOOK ON RAW MATERIALS.

After a year of abnormally high prices the manufacturers of soap again face a season of uncertainty as to what the next few months will bring forth concerning the prices of raw material. This question is undoubtedly one of great interest and concern to every soap manufacturer. The last year has seen market conditions such as those connected with this industry for more than half a century have never experienced before.

Practically everything entering into the composition of soap had increased to a point scarcely believable a few years ago. The rise in prices occurred so rapidly one could scarcely plan to purchase economically because of the uncertainty. Fortunately the increased price of glycerine to a great degree offset the phenomenal rise of animal and vegetable oils and fats to those who were far-seeing enough to dispose of their glycerine as they went along. Those, however, who had contracted for future supplies of glycerine experienced considerable loss.

During the month just passed the market has seen some remarkable breaks especially in tallow. Vegetable oils and chemicals continue at the same high level. While this is encouraging a further decrease in prices cannot be looked for as long as the war continues. Glycerine has taken a downward trend with the downward price of tallow. In times like these the tendency of everyone is to increase prices whether the conditions warrant it or not, and higher prices are again looked forward to with the colder weather.

Should the price of glycerine fail to follow the price of oils and fats the manufacturer of the cheaper grades of soap will have a new and more difficult situation to contend with. The Allies have undoubtedly controlled the glycerine situation to a surer extent than a year ago and hence one cannot look forward to the same profit from this by-product as a year ago. The manufacturer of these grades of soap will therefore either have to face a very scant profit of his product or else increase its price, either through decreasing the amount of soap per cake or else increasing the price of the cake of soap as he now markets it.

The question of increasing the price of the cheaper grades of soap has been considered before, but in these days of keen competition the same object has been met by reducing cost of production. Now, however, numerous other commodities for which the consumer has been accustomed to pay a certain fixed price have been advanced. Figuring on the present ruling prices there is no logical reason why the soap manufacturer should not follow the same procedure. It seems very improbable that one can look forward to lower prices as long as the war continues and even should the war cease higher prices are predicted. It thus becomes necessary to face this question with these considerations.

While the toilet soap situation is not as precarious as is

that of the cheaper grades of soap, it is only a question of time before these also will see an advance in price. Toilet articles in general have been raised in price and there is no logical reason why toilet soaps also should not follow the same general course.

## SECOND NATIONAL EXPOSITION OF CHEMICAL INDUSTRIES.

In connection with the Second National Exposition of Chemical Industries which is to be held in New York during the week Sept. 25 to 30, at the Grand Central Palace, there will be several important scientific meetings.

In particular, the sessions of the American Chemical Society should prove of special interest to soap manufacturers. The coming meeting is the thirtieth annual gathering of the society, and will be largely attended. Dr. Charles H. Herty, of the University of North Carolina, president of the society, will open the exposition on Monday, Sept. 25, at 2 o'clock in the afternoon, with an address reviewing the history of chemistry and the chemical industries in this country, and outlining developments since the outbreak of the war.

The detailed program of the meeting is not yet ready, but we are informed by members of the committee that there will be several papers dealing with potash and other alkalis. Every phase of the soap-making industry will be treated by members of the society prominently identified with the industry. Among the papers already listed are several dealing with oils and greases; glycerine recovery; processes of manufacture; rosin; plant design; machinery; etc.

The first general session of the society will be held at Columbia University on Tuesday morning, Sept. 26; and arrangements are being perfected for a public meeting in the large hall of the College of the City of New York on Tuesday afternoon, when addresses will be made of general public interest pertaining to the interesting developments in the field of applied chemistry during recent years.

Over 125 exhibitors have engaged space, an increase of 350 per cent. over last year; and many chemical processes that could not be demonstrated at the exposition, will be shown in motion pictures.

While the meeting is held primarily for members of the society, of course, all manufacturers and chemists will be welcome at the scientific sessions, all of which will be held at Columbia University. Dr. Thomssen will attend the meeting and the exposition, and will prepare an adequate report for our readers, and his report will appear in this section in the October issue.

### "Always a Welcome Visitor."

(From the Manhattan Soap Co., New York City.)

The AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW is always a welcome visitor to our office and for a journal of this kind we find it high above the average.



## REFINING VEGETABLE AND ANIMAL OILS\*

By CHARLES BASKERVILLE, Ph.D., F.C.S.

Professor of Chemistry and Director of the Laboratory, College of the City of New York. Member of the Franklin Institute.

(Continued from page 137, July, 1916.)

Some four general methods for refining oils have been and are being worked in practice. They are:

1. Treatment with steam (plain or superheated) whereby some coagulation results and many odoriferous substances are driven off. This does not diminish the free fatty acid content of the oil so treated.

2. Treatment with variable amounts of concentrated sulphuric acid (Gower, 1792) under determined conditions of heat and agitation with or without air. The oil contains certain substances which, when flocculated by the acid and temperature, fall down and mechanically (a term used in several recognized authoritative books) carry down other impurities. This process does not diminish the acid content of the oil so treated.

3. Heating up under carefully-regulated temperature conditions with fuller's earth, bone-black, etc., and filtering. This process also yields an acid oil.

4. Adding caustic alkalies, or alkaline earths, of an amount and strength determined by laboratory experience (Barreswil, beginning nineteenth century), heating to the "break," settling and drawing off the oil, which floats upon the soap stock or "foots." This was supposed to give a neutral oil, but not until it had been washed several times with water.

Yet as late as last year a distinguished oil chemist, in a very interesting summary of the "Contributions of the Chemist to the Cotton-seed Oil Industry,"<sup>1</sup> said "the chemist . . . found that the quality of the oil followed the free fatty acid present." An empirical formula has been worked out to show this relationship to the free fatty acid. The rule is: Multiply the f. f. a. by 2 and add 4; that is, an oil showing 2 per cent. f. f. a. should give a shrinkage of 8 per cent. This is true only in a general way. I recently had a cotton-seed oil with 1.7 per cent. f. f. a., which showed a shrinkage of 21 per cent. by the official method of the Cotton-seed Crusher's Association.

The writer quoted above further said "the chemist's greatest service to the industry has been in the refining of the oil . . ."

Wesson was here referring more especially to edible cottonseed oil. In that connection, Lewkowitsch, the lamented Anglo-German specialist in oil chemistry and technology, has said:<sup>2</sup> "No chemically-treated oil or fat can be looked upon as a product fit for human consumption." I confess inability to comprehend this sharp distinction as to what is meant by a "chemical." Oxygen from a chromate is a chemical; oxygen of the air is not. Sulphuric acid is a chemical; caustic soda is not. It may be interjected here that certain statements transmitted by texts and sanctioned by law call for clarification and revision. No treatment of an oil or fat, which involves purification, rendering it palatable, agreeable to the sight, and avoids the introduction of constituents which may interfere with normal digestion should be forbidden. For fear of misunder-

standing, it may be stated here that the method described below complies with all the most rigid laws of all nations and even the above-mentioned uneven discriminations.

An oil that is acid is unsatisfactory as a food. Acid oils corrode the vessels and generate objectionable gaseous products when used as burning fluids. Acid oils corrode the bearings when used as lubricants; so it is desirable to have neutral oils for many purposes. Yet a neutral oil does not "cut" into white lead, for example, so an acid oil is preferred as a paint vehicle; but Gardner has pointed out that the oil should not be too acid.

I have been more concerned with neutral oils and their production, so shall confine my remarks to preparation of that class of substances.

The present customary practice for refining vegetable oils referred to (the fourth mentioned above) depends upon neutralizing the free fatty acids in the crude oil usually by agitating the oil with an aqueous solution of an alkali, the strength and the amount having been previously determined by laboratory tests, agreed upon as a standard, and then heating the mixture during agitation to a suitable temperature until the oil "breaks." The mass is then allowed to stand until the "foots" settle to the bottom of the kettle, when the supernatant oil is drawn off by means of a swivel siphon. According to the process of Chisholm, sodium silicate is added to facilitate the settling. Invariably some "dreg" floats on top of the oil. If this be very great its settling is sometimes facilitated by throwing salt on top of the oil in the kettle. The salt drags down some of the floating "dreg." In any event, the oil drawn off is clouded, perhaps on account of the presence of some dissolved soap or globulated moisture or suspended matter—all doubtless colloidal in nature. This oil is then "brightened" after drawing off by throwing in small amounts of fullers' earth, heating again, and passing through a filter-press. Sometimes, previous to its treatment with fullers' earth, the decanted oil is heated to 160° to 180° F. in a settling tank to cause the "foots" remaining in the oil to rise to the top, when it is skimmed off.

The time factor in settling (six to twelve hours) of the "foots" materially affects the completeness of the separation referred to above. Coconut oil sometimes requires forty-eight hours to settle. In any event, the "foots" is wet with oil. The "foots" also entrains oil. Consequently during the rush season the efficiency of yield of refined oil must be sacrificed for speed and quantity refined. In other words, the more speed in refining, the more loss of refined oil, whatever the analysis, upon which purchase and sale are based, may indicate.

A process which would reduce the amount of oil entrained in the "foots" to a minimum, thus increasing the yield of refined oil, and one which would not be dependent upon the slow subsidence of the "foots" (that is, admit of rapid separation with consequent increase in capacity of a refinery), therefore, seemed

\*Presented at a meeting of the Section of Physics and Chemistry held February 10, 1916.—*Journal of The Franklin Institute*.

<sup>1</sup>*Journ. Ind. and Eng. Chem.*, 7 (1915), 277.

<sup>2</sup>Vol. 2, p. 32, 3rd Edition.

to me not only to be desirable, but, if secured, would approximate the highest efficiency one might hope for in such an industrial operation.

I have succeeded in working out such a process, and shall now proceed to describe the principles involved and at the same time demonstrate it to you as an analytical method. I have pleasure in exhibiting to you samples of the crude and refined (by my method) oils from a variety of sources.

The technical laboratory tests with batches of twelve to twenty pounds have been verified in the factory on a commercial scale. Some of the samples exhibited are from factory runs.

The aims to be accomplished are:

1. To reduce the amount of oil entrained in the "foots," thus increasing the yield of "whole oil."
2. To reduce the time of contact of the excess alkali (necessary for the "break" and to secure the best "color") to the minimum.
3. A technological corollary calls for the utilization of any by-products.

It is to be assumed that all oils, good, bad, and indifferent, are to be treated. However, this may not be necessary, as in some cases only the good, and perhaps the indifferent, oils are refined under the old practice at some places. Certain foreign markets call for a highly-colored oil, so they do not present the problem of bleaching.

(To be continued.)

#### PALM OIL INDUSTRY IN ENGLAND.

At a meeting of the council of the Liverpool Chamber of Commerce last month, G. A. Moore, chairman of the African trade section, called attention to the recommendations of the section regarding edible nuts which had been accepted by the government, who were taking steps to put them into the form of a legal enactment. They provided, he said, for a differential duty of \$10 per ton on palm kernels shipped elsewhere than to the United Kingdom or the British empire. The West African colonies controlled and shipped about 85 per cent. of the palm kernels of the world, and of this almost three-quarters used to be sent direct to Germany, chiefly by English merchants, who found their best markets there. Says the *Chemical Trade Journal*: "If we were to be economically independent, as we were aiming to be, we would require the oil from these kernels to supply our own requirements in the making of margarine and soap. There was therefore no question whatever about there being a market for the product, and we would agree with him that there was a unique opportunity for diverting from Germany at a single stroke a large trade which would supply our own needs and render us less dependent on foreign countries for our domestic supply."

#### Treatment for Liquid Soaps.

Most liquid soaps, both potash and tar, become opaque, thicken or separate when subjected to cold. In order to obviate such tendency in the case of tar soap, the following formula is suggested as yielding a completely H<sub>2</sub>O soluble preparation, and one immune to cold: Ol. rusci 25, Liq. kali caustici (35%) rec. paratur 18, Ol. rapae 20, Spiritus 25, Aq. destillata 12. Birch tar is first mixed with the KOH solution, the rape oil added, then saponified and the mixture dissolved in alcohol.—Max Doenhardt. *Pharm. Ztg.*

#### A Very Interesting Periodical.

(Peet Bros. Manufacturing Co., Kansas City, Mo.)

We have found the AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW a very interesting periodical.

#### AMERICAN SOAP IN HAITI.

The preferred soap in Haiti, and the one used generally by the natives, is the common yellow "turpentine" or laundry soap of the United States, except that for the Haitian trade it comes in bars about 18 inches long and 1½ inches square, says Special Agent Garrard Harris. Each case weighs 175 pounds and carries 250 bars. The soap is made in this peculiar shape to facilitate cutting into the incredibly small pieces that are sometimes purchased. When preparing to do some laundry work the Haitian housewife buys only the amount of soap she thinks will be necessary. The long bars are usually sold to small vendors and hawked about the streets, and sold by the half inch, inch, or more, as the purchaser may desire.

The Haitians are not pleased with the soap unless it is a light, clear yellow. There has been some complaint on the part of importers lately that American soap, after being kept in stock a while, turns very dark—almost black in some instances. This causes purchasers to reject it. By careful attention to the quality of the product and insuring its keeping the proper color, the American hold on the soap trade of Haiti can be strengthened and sales considerably enlarged.

In American official statistics soap exports are divided into two classes, "toilet or fancy" and "all other." The United States has in the past sold to Haiti only small amounts of fine soaps, but has shipped important quantities of the common kinds. For the five fiscal years ended June 30, 1915, the exports of American soap to that island Republic totaled:

Fiscal year.	Toilet or fancy.		All other.	
	Pounds.	Value.	Pounds.	Value.
1911.....	\$1,178	\$392,868	7,793,203	433,955
1912.....	3,918	8,468,971	8,468,971	442,669
1913.....	2,125	8,904,655	9,226,300	455,524
1914.....	1,549	6,710,961	740	354,262
1915.....	740			

A remarkable increase in Haiti's purchase of American toilet soaps has occurred within the last year, United States customs returns showing shipments to that country valued at \$23,548 in the 11 months ending with May, 1916. The trade in "other soaps" was normal, exports to Haiti aggregating 6,091,514 pounds, valued at \$337,761.

#### SOAP CARDS ISSUED IN BERLIN.

Special soap cards were introduced in Berlin on August 1, according to reports in the London press. Up to that time soap had been issued on the regular bread tickets. Under the new regulation, washing materials made of vegetable or animal oils and fats or acids derived therefrom will be issued to the personal user on the basis of not more than 50 grams (1.76 ounces) of toilet, or shaving soap, and 250 grams (8 ounces) of soap powder per month. Soap not applied for in one month cannot be demanded the next, but a two months' supply can be applied for at one time. The issue of soft soap is forbidden.

The penalty for contravening the soap ticket regulations is a term of imprisonment not exceeding three months or a fine not exceeding \$350.

#### Florida Soap Freight Reduced.

Both the Atlantic Coast Line and the Seaboard Air Line railroads have agreed on the reduction of the rate on soap between Tampa and Jacksonville and are waiting for the ratification of the proposed reduction by the railroad commission. The former rates were 72 cents on toilet soap and 43 cents on laundry soap from Tampa to Jacksonville, and the reduction will make them 22 cents per 100 pounds in carload lots and 33 cents per 100 pounds in less than carload lots, there being no difference between the kinds of soap.

#### Globe Soap Protest Hearing Sept. 8.

The Interstate Commerce Commission has scheduled for hearing at Cincinnati on September 8, before Examiner Pattison, the case of the Globe Soap Co. vs. the Atkinson & Santa Fe Railway.

# THE EMPLOYMENT OF SYNTHETICS IN THE SOAP INDUSTRY, WITH REGARD TO THEIR CHEMICAL PROPERTIES\*

By R. MARCHAND

(Continued from page 135, July, 1916.)

## 4. ETHERS.

### Aromatic.

The aromatic ether group is absolutely immune from attack by alkali. To this class of substances belong very fine aromatic compounds, belonging it is true to the more recent period. They are light proof and can be used in any soaps. Paracresolmethylphenol ether, anisol, hydrochinondimethylether, diphenylmethane, diphenyloxide, paracresolphenyl oxide, B-naphtholmethylether, B-naphthoethyl ether, Eugenolmethylether, isoeugenolmethylether.

## 5. ESTERS.

All esters are saponifiable. They should therefore be used only in neutral soaps. In this connection it may be noted that the odor is not always lost through this saponification, the saponification products being, in many cases, perfume products. But as they have often an entirely foreign odor, this, as a rule, is very undesirable. In this case too, therefore, neutral soaps exclusively should be used. As examples of the changes in odor that occur through complete or partial saponification, the following tests will be useful:

UN-SAPONIFIED	ODOR	SAPONIFIED	ODOR
Anthranilic acid methyl-ester	Orange blossom	Methyl alcohol	Odorless
Terpinyl acetate	Lavender	Terpineol	Lilac
Geranyl propionate	Bergamot	Geraniol	Rose

Now from these few examples, the great changes to which such substances are transposed in soaps that are not perfectly neutral, will be plainly evident. Anthranilic acid methylester has proved most stable in soaps. This is indeed so stable that its ester formula often gives rise to doubt. What are known as fruit ethers are not ethers, but esters, and all are readily saponifiable. They are, although a patent has been allowed on them, absolutely not utilizable.

## 6. PHENOLS.

Phenols form salts with alkali that are practically odorless and as a rule highly colored; they constitute therefore the worst imaginable material for soap perfumes. Unfortunately, there belong in this class some very valuable perfumes, for instance, clove, vanilla, carnation. Here only a soap as neutral as possible, to which cinnamic acid has been added, can help us any. The cinnamic acid is added first and when this has been thoroughly incorporated the phenolic scent in the composition in question, there must be some strongly odoriferous substances, not subject to attack, so that if, after a time, the scent weakens, the soap will not be entirely scentless. Much more applicable, for instance, than oil of cloves are clove terpenes.

## 7. Halogen Combinations.

Bromstyrol, Chlorstyrol. These perfume substances are

\*Deutsche Parfumerie Ztg. 1915.

very stable and may even be recommended for soaps containing a small quantity of alkali. They are then very slowly decomposed and are thereby converted into substances of similar odor. It is positively improper to add an organic acid to such soap.

## 8. Nitro Combinations.

To these combinations all the varieties of artificial musk belong. They are all soap proof but are not all fast to light so that a coloring of the soap is proper.

## 9. Lactones.

Lactones are absolutely alkali-proof, but a slight coloring of the soap is unavoidable. To this class the very popular coumarin belongs.

Coumain synthetics are very rarely used alone, because real flower odors can only be obtained by the joint effect of different odoriferous substances. But as alkali possesses the property of condensing various chemical substances, accompanied by separation of water, the bringing together of substances that will presumably result in this, should as far as possible be avoided. Where, for instance, aldehydes and ketones are to be mixed, such mixtures should be used only in neutral soaps. For soaps that are to remain long in storage, or that are destined for tropical countries, they should never be employed. This must also be particularly observed in the case of soaps that contain medicaments, as it may happen that the action of such soaps may be very seriously affected. For perfuming such soaps, only the most neutral substances possible should be used and these the perfume industry places, in sufficient number, at our disposal.

I will now give, for various familiar scents, some data with the aid of which it will be possible for every soap perfumer, to make up the proper perfume. First of all, however, I would again call attention to the fact, that in buying, quality must be the principal object of solicitude, because, with impure perfumes not only no fine scents, but also no colorless soaps that will remain free from spots, when stored, can be produced.

In the keeping of the synthetics, it should be noted that glass always, never tin receptacles, should be used. Stocks bought in tins should be decanted as soon as possible. For small quantities brown glass stoppered bottles should be used, for larger quantities bottles in wicker ware coverings. Corks are to be avoided, because in many instances synthetics are colored yellowish by contact with corks. The stoppers should be rubbed over with paraffin, which ensures a better seal and easier removal. The bottles should be as full as possible, no small remainders should be left in a basket bottle but these should be transferred to a smaller bottle, otherwise, these small quantities are likely to oxidize through exposure to so large a body of air. Substances that easily oxidize, like benzaldehyde, anisaldehyde, etc., it is best to buy in such packages, that for the batch every time a whole bottle is used. All synthetics should be stored in a cool place.

## ROSE SOAP.

Rose soap has probably always been one of the favorite soaps and in all circles has been in equally good request. That rose soap is so generally used may be ascribed, in addition to its agreeable odor, to the fact that the essen-

tial oils available belong to the most soap-proof. Admittedly it is impossible, with these, to obtain an uncolored soap, greatly as this is desired with this scent. Of the oils at our disposal oil of roses is to begin with, excluded, owing to its high price: there remain only the various geranium oils. In addition to their very fluctuating price, they suffer under the disadvantage of being very difficult to obtain pure and they also color the soap. From a scent point of view they are certainly very soap-proof, because the products to which they owe their rose odor (geraniol, citronellol) are also soap-proof and the esters present, on saponification, only split off these alcohols. In the course of this process, it must be admitted, a very marked discoloration of the soap occurs. All these evils are eliminated by the employment of artificial products, only the perfumer is required to exercise greater skill.

For all rose-soaps, as a base, geraniol should be used. According to price conditions we can take a mixture of geraniol and citronellol and in the case of very fine soaps, the proportion of citronellol can be raised to 40 per cent. On this basis, all other rose perfumes may be built up. With phenylethyl alcohol we obtain the odor of fresh roses; an addition of decyl alcohol makes the odor more natural. Diphenyloxide and diphenylmethane produce the geranium-like type. Red rose is obtained by addition of citronellol acetate and formate and in the case of absolutely neutral soaps by the addition of lily-of-the-valley scent (Convallarom, Centaflor). Phenylethyl alcohol may also in this case do good service. Fancy roses are obtained by the addition of salicylic-acid-amyl-ester and where color is of less importance, by addition of vetiver or aromatic resins like frankincense, labdanum, of course, in small quantity. All sorts of novelties may be produced by additions of violet, jasmine and ylang-ylang perfumes. For the various artificial, soap-proof scents available, refer to the respective soaps.

(To be continued.)

#### ON TAKING SAMPLES OF SOAPS.

If an exact chemical analysis of soaps and soap powders is to be made not too small a quantity of the substance in question must be taken. I have found, by experience, that too small quantities—I regard as these quantities of less than 100 grams—entail various disadvantages in chemical analysis. We should, therefore, first take quantities, wherever possible, of at least 100 grams, if only a smaller quantity than this is available, it is better to abandon the examination.

It is best to conduct the examination as soon as possible, that is soon, if not immediately after receipt of the soap or soap powder to be analyzed. For even if the air-tight packed materials are probably not exposed to any effects of air, etc., keeping it too long may result in various disadvantages.

Substances like soap and soap powder must, moreover, come to our hands packed absolutely air-tight, for the air and various other things exercise evil effects on them. For one thing, the air can easily dry out the outer surface—in soap the different sides—furthermore all sorts of changes may take place in the substance which would prevent the accomplishment of an exact chemical analysis in any event. This is exceedingly important and well deserving of attention.

In the case of soap in large pieces, it should be divided lengthwise and across, then thin small slices of the material cut off which when reduced to small proportions and mixed, can be easily weighed. It is essential that they must be used at once.

It is generally advantageous if the pieces to be used are taken, as nearly as possible, from the center of the sample. We are thus certain of having used of the soap under

consideration the core, consequently the best. If, on the other hand, the little flakes of soap are taken from the outside, I do not consider this, from a scientific standpoint, as entirely free from objection.

All soap substance in pulverized form requires, before its use, a vigorous stirring up, after which a sufficient quantity is taken and used. This stirring ensures another thorough mixing of the entire substance and should on no account be omitted.

The process of weighing must be immediately followed by the examination. Every interruption in time in the examination must be avoided. Only by this means can an exact chemical analysis be assured.—*Deutsche Parfümerie-Zeitung.*

#### FRENCH INDO-CHINA'S SOAP TRADE.

We are indebted to Consul Lawrence P. Briggs, at Saigon, for a lengthy review of the soap industry in French Indo-China. Mr. Briggs refers to the outlook there for American soap makers. He gives the following statistics showing the soap imports at Saigon:

Kinds.	1913.	1914.	1915.
Perfumed:			
Transparent .....	\$93,044	\$40,930	\$137,559
Others .....	176,816	128,890	112,411
Non-perfumed:			
Fine and medium.....	29,340	46,218	45,200
Coarse .....	5,810	6,030	6,467
Totals .....	\$305,010	\$222,068	\$260,966

The consul says: "Before the war most of this soap was of French origin, and came directly from France. Since the outbreak of the war, however, most of this soap has been of English origin, and has been imported from Hongkong and Singapore. American soap exporters may be able to compete in this trade. England has the advantage of direct trade connections with Hongkong and Singapore, and of the minimum tariff rates, while the United States pays the maximum rates on 'perfumed' soaps. At present America's share in the annual soap trade of Indo-China is limited to a few hundred dollars' worth of shaving soap.

"Non-perfumed soap includes soaps made of vegetable oils, animal fats and other substances, without the addition of perfumery of any kind. The customs make two distinctions in this kind of soap. Washing soap in double bars, of the grade of 'Ivory' and similar soaps, is given an estimated value of about 5 cents a pound, while coarse washing soap of the Marseille variety is estimated at less than 2 cents a pound. Most of this soap comes from France, or is manufactured by the local factories. Although on 'non-perfumed soaps' the United States is entitled to the same tariff rates as England and other foreign competitors, there is little prospect of being able to get any part of this trade."

Any of our readers who propose to do an export trade in soap with French Indo-China can obtain further information from us on application.

#### American Rosin in Netherlands.

Consul General Listoe, at Rotterdam, says: A steady demand for American rosin prevailed during 1915, but the arrivals were irregular, on account of the shortage in tonnage. The market opened firm at \$5.23 per 110 pounds for quality "G." No sooner was the exportation prohibited than prices declined rapidly, and reached \$3.82. Later they rose again, as a result of the many difficulties experienced in importing from France and the great risks connected therewith. The price for small arrivals increased to \$6.43.

#### Considers It the "Best."

(From Larkin Co., Buffalo, N. Y.)

Our opinion of the AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW is that we consider it the best paper devoted exclusively to our interests that we know of.



# COMMENTS ON THE KREBITZ PROCESS OF SOAPMAKING AND GLYCEROL RECOVERY\*

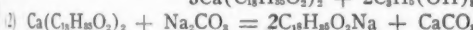
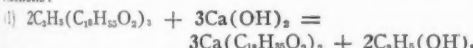
By G. A. WRISLEY, of Chicago

The process of soapmaking by boiling fats and oils (glycerides) with caustic soda is, in general, considered the most practical process since it yields soaps of uniformly good quality, color and hardness, and at the same time a good amount of glycerol may be recovered by comparatively simple means. The yield of glycerol from the soap lye runs from 60 to 80 per cent of the total amount formed by the saponification of the fats and oils. The loss depends upon the few or many washes that the soap receives. However, it seems that no matter how careful one is to make the washes and changes on the soap, there is always some glycerol,  $\frac{1}{2}$  to 1 per cent, left in the soap. It has also been demonstrated that in evaporating down waste lyes and handling so much salt which cannot be perfectly dried and freed from glycerol, that there is recovered but about 90 per cent of the glycerol that is in the soap lye. Hence even after the glycerol is in the soap lye, there is a loss in its recovery.

With the continually advancing price of fats, oils, and other raw materials, it is becoming more necessary for the soap manufacturer to obtain a large glycerol yield; as a fact it is essential that he should recover all the glycerol liberated by the saponification. Then, too, the grade of fats and oils obtainable for soapmaking is lower, because of increased utilization of the better grades for edible purposes, so that the soap manufacturer must strive to produce a good quality soap from a poorer grade of material.

The Krebitz process, here discussed, offers the possibility of recovering the theoretical yield of glycerol, while at the same time the caustic lime exercises some purifying action, especially in the case of a low-grade material. The Allen B. Wisley Company, of Chicago, is the first in this country to work this process on a large scale with good results.

The Krebitz process is based on two simple chemical reactions:



In practice a batch of 10,000 lbs. of fat and oil may be conveniently handled. In a rather shallow tank 1,200 to 1,400 lbs. of lime are slaked with 3,700 to 4,500 lbs. of water, and the mass is heated, if necessary, to about 70° C. Then the fat and oil are run in while the entire mass is stirred vigorously. With live steam the mass is heated up slowly to 90-92° C., and taking about one-half hour to gain that temperature, with constant stirring, a thorough emulsion is obtained. The vessel is then covered to prevent loss of heat. Two or three hours after covering the mass is likely to boil and swell considerably. After it has stood 8 to 12 hours, it has the appearance of a solid porous mass which is still sufficiently warm and soft to allow digging out the lime soap. This lime soap is dropped through a trap door in the bottom of the tank into a hopper and then to the mill where it is ground to the size of fine corn meal.

With the lime and water there will result between 15,000 and 16,000 lbs. of lime soap from 10,000 lbs. of fat and oil. The finely ground soap is carried on a conveyor and allowed to fall loosely into a circular, hopper-shaped tower, a capacity of about 25,000-30,000 lbs. being necessary. Four washes, about 40,000 lbs. of water, are required to leach out the glycerol from such a batch. The first wash water contains 10 to 12 per cent of glycerol, and is sent to the glycerin works. The second, third, and fourth waters are put on a fresh batch, only the last wash being made with fresh water. In this way, there is no cause for evaporating glycerin water containing less than 10 per cent of glycerol. When the plant is working satisfactorily the water evaporated averages 15 per cent of glycerol.

After the glycerol has been obtained, the lime soap is carried by a conveyor and introduced slowly into the soap kettle containing a boiling solution of soda ash. After the lime has been replaced by the soda, a stage which can be noticed by the non-appearance of small lumps on the paddle, a small amount of caustic soda is added, and shortly after the soap is salted out. The contents of the kettle are allowed to rest, when  $CaCO_3$  settles out at the bottom as a heavy sludge, and the soap gathers on top, a salt solution containing an excess of alkali forming an intermediate layer.

Although Krebitz claims that the lime sludge will settle out and occlude or entangle but 4 to 7 per cent of soap, it has been impossible, so far, to prevent the occlusion of less than 9 to 12 per cent of soap. Of course, this soap must be recovered. At first this constituted quite a serious problem, because the lime sludge could not be filtered without leaving 2 to 3 per cent of soap in the lime cake. Attempts to wash out the soap by a series of washings and filtration were unsuccessful, because so much soap was present as to fill up the pores of the filter cloth, making filtration slow and unsatisfactory. Attempts to boil up the sludge with a little water and resalt out the soap were unsuccessful, because on salting out, the lime sludge settled to the bottom carrying most of the soap with it again. By continued experiment, it was found that the addition of enough water with heat and vigorous agitation caused the soap to go into solution, and on allowing the mass to settle the lime sludge, occluding but 3 to 5 per cent of soap, went to the bottom, the soap rose to the top, and could be pumped off and so recovered. The lime sludge could then be easily filtered, and only 1 to 1.5 per cent of soap is lost in the lime cake. This loss, though small, may perhaps still be reduced.

The quality and color of the finished soap obtained by the Krebitz process compares favorably with the soap produced by any other process. The amount of lime found in the finished soap depends on the number of washes or changes made in the kettle. Usually there was never less than 0.2 per cent of lime and it may run as high as 0.5 to 0.7 per cent lime. The process, however, claims that only a few thousandths of one per cent should remain in the finished soap.

At the present time a yield of about 95 per cent glycerol is being obtained by this process. This, compared to the

\*Presented before the 52nd Meeting of the American Chemical Society, Urbana-Champaign, April 18-21, 1916, and republished from the *Journal of Industrial and Chemical Engineering*.

yield of 60 to 80 per cent obtained by the recovery of glycerol from the soap lye in the case of soapmaking by boiling the glycerides with caustic soda, would give the Krebitz process a decided advantage. Moreover, we must recall that soap lyes contain at best but 5 to 8 per cent glycerol, depending on the way in which the changes of soap lye are worked up, and at the same time hold in solution much common salt, some caustic soda, soda ash, and organic impurities; whereas the Krebitz waters contain 12 to 15 per cent glycerol and are comparatively free from impurities, thereby making purification more simple and giving less water to handle and evaporate. Soda ash is cheaper than caustic soda, and since soda ash is used in place of caustic soda another material saving is made.

Without doubt, the Krebitz process would be preferred at this time, because of the high price of glycerol, but were glycerol 15 to 20 cents per lb. instead of 55 to 60 cents per lb. there might be a shadow of doubt as to whether it would be preferred to the soap-lye process taking into consideration the manifold operations prior to the soap-making proper, and the work necessary to recover all the entangled soap from the lime sludge.

#### FEATURES OF CHEMICAL MARKET.

(Continued from next page.)

A good part of the liquidation stocks of caustic soda and soda ash is reported to have been well absorbed and with producers well engaged on contract deliveries, a firmer tone to the market has lately been imparted. The revival of export inquiries has been a helpful factor to soda ash, England being a buyer for round quantities. Among the other sodas, bichromate and chlorate are still subjected to keen outside competition, with a striking variance in quotations, and salicylate is firm, with sparing offers.

Conditions in the markets for the potash compounds do not differ materially from those noted on the sodas. There is a nominally firm tone to bichromate of potash, with a narrowing of the former wide range of prices. In the potash prussiates, yellow is unsettled on account of the difference in the grades on the market, while red is somewhat irregular as a result of the uncertainty and comparative lightness of offers. Caustic is firm under reduced stocks, and chlorate is in a more favorable position with the clearing of the most urgent resale stocks, while carbonate and permanganate have been easier on sharper competition. Muriate, the basic material, has been dull, but holders have not been free sellers, and there is slight basis upon which a regular market can be determined.

Among the miscellaneous items, sulphuric acid has been available at lower terms on contracts on the increasing production, and stearic acid has been easy on heavier selling pressure. Sulphate of ammonia developed a firmer position on the increasing cost of the animal ammoniates and the continued absence of foreign competition; zinc oxide has maintained a fairly even status, starch has been advanced on the increased cost of the basic material and a good domestic and foreign trade.

#### Contains Exclusive Information.

(William Walthe & Co., St. Louis, Mo.)

We have been reading your AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW with considerable interest, as it contains information which no other publication has.

#### CHINESE PURCHASES OF FOREIGN SOAP.

(Consul Willys R. Peck, Tientsin.)

A Chinese merchant states that the best sellers among soap products are always wrapped, and in most cases are put up in a fancy box containing three cakes. American manufacturers may arrange, with the co-operation of this consulate general, for the copyrighting of a distinctive trade-mark or "shop," which is a very important requisite in the marketing of soaps in China. The import duties on toilet soaps are 5 per cent of the value.

During 1915 the value of the net imports into China of soap, both toilet and laundry, was \$1,441,069 United States currency. During 1915 Tientsin imported toilet and bar soap to the approximate value of \$160,000. The largest exporter of soap to China was Great Britain. Most of the soap from England is a very low-priced bar soap.

Of seven kinds of toilet soap which the Tientsin consulate general has been informed are the most popular in this country, three are made in China, one in Russia, one in Japan, one probably in Germany, and one in Vienna. One of the cheapest of the Chinese soaps in this class is made in Tientsin, and retails for the equivalent of 7½ cents.

The wrapper is marked "Dragon best soap," and has a dragon for its "chop" or distinctive mark. This soap is sold to retailers by the manufacturers for 85 cents United States currency per dozen.

Another cheap soap is the Dragon transparent soap. It is made in Tientsin, and the wrapper is an imitation of the Angelica violet glycerine soap which is made in Vienna.

"Violet Soap," a brand with a crane trade-mark, is manufactured in Shanghai, and retails at \$0.18; wholesale, \$2 per dozen. The Russian soap is the highest priced. It retails for \$0.45, and the wholesale price is \$5.20 per dozen. It is highly scented, and has an attractive wrapper. Both of these factors are important in the Chinese market. The Japanese soap has a white wrapper with gold embossing. Its price is 25 cents retail and \$2.60 per dozen wholesale. The "Silvana Seife" is the cheapest of the foreign soaps, and a very popular one. Its retail price is \$0.16, and the wholesale price is \$1.80.

It is to be noted that the Chinese retailer does not make a very large profit. The largest profits are on the Dragon Transparent, the Japanese, and the Austrian soaps, where there is a difference of 40 cents between the retail and wholesale prices per dozen.

A list of American, Chinese, and other firms dealing in soaps, at Tientsin, may be obtained from the Bureau of Foreign and Domestic Commerce, its district or co-operative offices. Refer to file No. 79,111.

#### Glycerin Exports From Mexico.

In 1915, from the Monterey district in Mexico, crude glycerin valued at \$4,318, (38,416 pounds), was exported to the United States. In 1914 the quantity was 15,055 pounds. Consul General P. C. Hanna says: "Ordinarily crude glycerin is disposed of to the soap factories at Torreon, but on account of the disturbed conditions in that section the factories were not in the market and consequently the producers of this article were forced to ship their product to the United States to secure a market."

#### Chance for American Soap in Aden.

Vice Consul Arthur G. Watson, at Aden, reports that the value of the imports of soap for the year 1914-15 was \$50,082, an increase of \$2,965 over the previous year. The bulk of the laundry soap has previously been imported from France. This business, he says, presents a fair market for American manufacturers and, by duplicating the French soaps, which are preferred, he believes that a greater and permanent share of the trade would be obtained.

#### Spain's Glycerin and Rosin Exports.

In 1915 Spain exported 936 metric tons of glycerin, valued at \$202,117, to all countries, a gain of 227 tons over 1914. Of rosin the 1915 exports were 13,346 tons, valued at \$600,577, a gain over 1914 of nearly 5,000 tons.

## MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

The market values for tallow and greases beginning with the early part of July, eased off rapidly and in successive breaks until the recent low level of 7½c. for New York Special tallow was reached during the last week in July and at which time melters who had accumulated their tallow, sold very liberally.

The break from 9¼c. to 8¾c. and then in successive stages to 7½c. was the natural outcome of disgruntled holders who had hoped that the market would react upward.

The decline in prices was partially aided by the drop in values of glycerine which has gradually declined to about 2½@25c. for soap lye.

Some of the largest soap manufacturers considered that the decline from the top price of 11c. to 7½c. for New York Special Tallow was not only a fair reaction, but that the 7½c. level was a fair value and considerable purchases were quietly made, thereby steadying the market and causing an advance of ¼c. in the latest sale which took place on the 16th inst., making the official price 8c. per lb.

In the meantime, lard has continually advanced until the October option in Chicago touched \$13.75 today, practically the highest level of the season, and thereby is influencing the values of subsidiary fats.

There is considerable demand at present for choice tallow of good body and low free acid, with fancy prices being paid for this grade.

Several soap manufacturers who have been very bearish but whose stocks of material is probably small must soon come into the market and it is therefore advisable to look forward to a further advance in tallow values, as indications point that New York Special Tallow will probably sell at 8½c. if not higher, before any recession in prices will again take place.

Choice house greases, as well as good bone grease is becoming scarcer and the quotable values on these grades are fully ½ to ¾c. per lb. higher than several weeks ago. August 18, 1916.

TOBIAS T. PERGAMENT.

## GLYCERINE.

(Specially written for this journal by W. A. Stopford, New York.)

DYNAMITE.—After an active demand, all the more welcome as it had been unexpected, upsetting the persistent rumors that the Allies had restricted their purchases of munitions in this country, the market for dynamite developed a firmer tendency, with 40 cents the basis of sales for prompt and forward delivery, or 5 cents over the limit large consumers were supposed to have fixed for their purchases. Sellers were inclined to withhold further offers at the quotation on the prospects of further improvement in the market. Instead, a reaction followed on the weakness of tallow and cotton oil, with the result of bearing the dynamite market to a new low record, sales for prompt delivery being effected at 32 cents. A recovery in tallow was reflected on dynamite limiting offers, but there was no definite change in actual prices. Surplus stocks have been well taken up, but prospects for any betterment in the consuming demand were not hopeful. There has, however, been some improvement in the operations of the smaller powder makers, as well as manufacturers of explosives for shooting oil wells.

It has recently developed that some of the larger soap-makers are producing much more glycerine than they did two years or so ago, and it is the opinion that the increase is not so much due to a larger business in the finished article, as it is to the desire to take advantage of the high prices which have ruled for the by-product; this opportunity can only last while raw materials are relatively cheap and is limited to the ability to consume the fatty acids produced and dispose of the surplus; consequently, the situation will automatically adjust itself in time. There does not seem much incentive to such operations at present, in view of the small demand for refined glycerine. The comparative scarcity of crude and the inability to purchase at a price which will provide a reasonable profit on the refined, has led refiners to continue in the market for the latter grade, notwithstanding that it does not keep the wheels of their factories moving.

CRUDE.—The demand for this grade continues good, but as usual, the refiners base their price on the market value of refined; there is some indication that a slightly better basis might be considered now. Saponification is nominally 26 cents, basis of 88 per cent., loose, and lye, 23½ cents, basis of 80 per cent., loose. Lye has recently sold as low as 23 cents, basis of 80 per cent., drums included.

CHEMICALLY PURE.—Refiners quote 36½ cents, in bulk, but the demand is very light and the price could probably be shaded. Resellers have recently named as low as 34 cents.

## Chemicals, Etc.

The markets for the various products for soap consumption have been more or less irregular during the month. The seasonal slackening of the general demand has sharpened re-selling in many of the staple commodities, which have been offered at unusually wide ranges of terms. The outside pressure has not been reflected to any material extent upon the regular markets, as the general tendency of first hands has been to give almost free reins to the re-sale offers, with the hopes of having them well cleared before the entry upon the fall trade.

(Continued on preceding page.)

## Soap Materials.

Glycerine, C. P., 35@36c.

Dynamite, 32@35c.

Crude, soap lye, 26@27c., 80 per cent. loose, 23@24c.

Saponification, 29@30c., 88 per cent. loose, 26@27c.

Oils, Castor, 14½@15½.

Cocoonut, Cochin, 14½@15c.; Ceylon, 13½@14c.

Corn, crude, bbls., 8.36@8.46c.

Cottonseed, crude, tanks, 69@70c.; refined, \$9.30.

Olive, denatured, 86@88c.; prime foots, 93¼@10¼c.

Palm, Lagos, 10½@11c.; red, prime, 10@10½c.

Palm, kernel, 14@15c.

Peanut, 72½@76½c.

Soya bean, 7¼@7½c.

Tallow, city, 8c.; grease, yellow, 7@7¼c.; brown, 6½@7c.; white, 7½@7¾c.

Chemicals, etc. Borax, crys. and gran., 6¾@7c.

Caustic potash, 88 to 92 p. c., 85@90c.

Caustic soda, 76 p. c., 3¾@4c.

Carbonate potash, calcnd, 80 to 85 p. c., 75@80c.

Salt, common, fine, 92c.

Soda ash, 58 p. c., 3@3½c.

Soda silicate, \$2.20@2.25.

Sulphate ammonia, \$3.65@3.75.

Sulphuric acid, 60 deg. \$18; 66 deg. \$21.

Starch, pearl, \$2.78@2.87; powd., \$2.80@2.90.

Stearic acid, 10½@13c.

Zinc oxide, American, 9¾@10c.

Rosin, water white, \$7.25@7.40.

## TRADE NOTES

Mr. A. M. Spiehler, of Rochester, N. Y., president of the Manufacturing Perfumers' Association, has been spending his vacation motoring in the White Mountains of New England, enjoying the pure, fresh air and admiring the magnificent scenery.

Mr. L. P. Lamoureux, New York representative of the Remmer's Soap Co., Cincinnati, has sent us his regards from Halifax, Nova Scotia.

Mr. William S. Baker, treasurer of Nelson Baker & Co., Detroit, Mich., has returned home after spending a vacation fishing in Maine. Mr. Baker stopped in New York City early this month on his way back to Detroit.

Mr. Albert Loose, chief designer for the Stanley Manufacturing Co., Dayton, Ohio, is one of the newer artists in this line of work. Mr. Loose, after acquiring valuable training in the Cincinnati School of Art, designed covers for periodicals and in other ways obtained practical experience which rounded out his natural gift for unique and artistic work.

While the Stanley company was incorporated in 1911 it did not enter the field of manufacturing metal seals and labels until two years later. A year was spent in developing the color tints and other special effects. Business in the last few months has increased to an extent which compels the erection of a new wing to the Stanley factory, while the usual August vacations have had to be cancelled.

Mr. T. M. Sayman, St. Louis, who is particularly well known to most of the supply salesmen in the trade because of his picturesque temperament, is the happy father of a girl baby.

Mr. C. Blair Leighton enjoyed two weeks of cool sea air at Rockport, Mass., with Mrs. Leighton and their two sons, during the latter part of July.

Mr. G. V. O'Grady has been appointed Southern representative for the Northam Warren Corporation, New York, makers of Phoebe Snow toilet preparations; and the Pennsylvania Soap Co., Lancaster, Pa.

Mr. S. A. Schwartzwalden, of the Citizens' Wholesale Supply Co., Columbus, Ohio, was a recent visitor to New York with his wife.

Mr. Julian W. Lyon, who is well and favorably known in the essential oil trade, has opened an office at 99 Beek-

man street, New York, for the purpose of carrying on business as a broker and commission merchant in essential oil, synthetics, crude drugs, thymol, menthol, camphor, vanilla beans, olive oil, etc. His telephone is Beekman 3040. Mr. Lyon was associated with Rockhill & Victor for several years and has parted from that firm under friendly conditions.

Mr. Burton T. Bush, of the Antoine Chiris Co., this city, has returned from a business trip to France, during which he visited the Riviera and the Grasse districts. He was away from New York about two months.

Mr. Frederick L. Butz, New York representative for a paper box concern, after a pleasant sojourn with the rookies at the Plattsburg camp has moved on to Montreal to finish an enjoyable vacation.

Mr. and Mrs. J. G. Siarri announce the marriage of their daughter, Miss Juliette, to Dr. Theodore P. Doell, on Saturday, August 12, at Flushing, Murray Hill, N. Y. Mr. Siarri is an old time perfumer and now is engaged in making perfume materials.

Mr. W. A. Sherry of Geo. V. Gross & Co., 30 Old Slip, New York, passed a well earned but short vacation at Atlantic City recently.

Mr. Geo. F. Merrell and Mrs. Merrell, of Chicago, were in New York recently. Mr. Merrell, as is well known, is an officer of Allen B. Wrisley & Co., Chicago, Manufacturers of soap, perfumes, etc.

Mr. W. J. Galluch, of the Venice and Platone Co., perfumery and barbers' supplies, Broadway and Clinton avenue, Albany, N. Y., was in New York City recently on business.

Mr. & Mrs. F. F. Drexel, of Baltimore, were recent guests of Mr. E. V. Killeen at the Drug and Chemical Club, New York. Mr. Drexel has been associated for many years with Wm. H. Brown & Bro., perfumers.

Mr. Xavier Dietlin, of Dietlin & Co., New York, the prominent vanilla bean importers, returned to New York, July 31, on the *Rochambeau*, from a three-months' stay in France and Switzerland.

Davis Mfg. Co., Jellico, Tenn., has begun the erection of a two-story brick addition, 30 by 100 feet in dimension, which will double the capacity of its plant. Mr. G. C. Davis is president and manager.

Mr. F. H. Ungerer, of Ungerer & Co., New York, spent several weeks with his family at Lake Wentworth, N. H. Mr. Ungerer is normally a serious man of business and his friends have not hitherto suspected him of being a disciple of Izaak Walton. We learn from unimpeachable sources that F. H. made some excellent catches of bass.



ALBERT LOOSE.



The net earnings of the United States Industrial Alcohol Co. for the six months ending July 1, were \$1,478,967, as against \$478,699 for the corresponding period last year, an increase of more than \$1,000,000. The undivided surplus on July 1, 1916, amounted to \$7,626,769.

Dr. Charles Horace Mayo, of Rochester, Minn., was elected president of the American Medical Association at the Detroit meeting. Dr. William J. Mayo, his brother, was president in 1906.

Southern Extract and Spice Co., Greenville, S. C., has increased its capital from \$4,000 to \$10,000.

Daggett & Ramsdell, manufacturing chemists, have purchased the plot at 214 and 216 West Fourteenth street, New York City, upon which it will erect an eight-story factory and office building to cost \$100,000.

The National Geographic Society Magazine gives the city of Torreon, Mexico, credit for possessing the largest soap factory in the disturbed republic.

A parcel post convention between the United States and China became effective August 1, 1916. Parcel post packages up to eleven pounds in weight may now be sent from any postoffice in the United States to any postoffice in China at the postage rate of twelve cents a pound or fraction of a pound.

Mr. Ben Elson, of Elson & Brewer, Inc., New York, sailed from Bordeaux Aug. 21, on the *Rochambeau*, for New York.

B. J. Johnson Soap Co., of Milwaukee, has received contracts from the United States Army Quartermaster at St. Louis for 150 carloads of laundry soap.

H. R. Lathrop & Co., Inc., of this city, organized under the laws of Delaware, has filed an amendment to its charter increasing the capital stock from \$50,000 to \$250,000.

Flames and water caused a loss of about \$100,000 to the plant and stock of the Clawson Company, spice manufacturers, 240 Chestnut street, Philadelphia, August 10. The heavy stock of spices and vanilla in the building was practically a complete loss, according to Mr. Lewis F. Clawson, vice president of the company. The fire is believed to have started in some rubbish.

Fire in the Frazzle soap factory, Tomahawk, Wis., on August 3 resulted in damage amounting to \$500.

Carop Soap Co., Decatur, Ill., has increased its capital stock from \$15,000 to \$20,000.

Mr. Virgil Brown, of Fort Worth, Texas, southwestern representative of W. J. Bush & Co., Inc., this city, was a recent visitor to New York on business.

Elaborate preparations have been made for the annual convention of the stockholders of the United Drug Co. in

Boston, August 22 to 25. Special trains will be run from St. Louis and Chicago, carrying thousands of retail druggists to Boston. The program, aside from the business end, includes a trip for the ladies to Lexington and Concord; John McCormack's concert in Symphony Hall; inspection of Rexall buildings; surprise aerial exhibition; eighty mile sail and clambake; open air theater party; summer night frolic at Copley Plaza and field events. This is but a brief outline of the pleasures in store for the stockholders and other participants in the Rexall week of 1916.

Ed. Helbig hit New York recently. So far as we could observe, he conducted himself with characteristic Helbigian modesty, and in no way deserved the fling that his associates at Meyer Bros. Drug Co., St. Louis, took at him in *Meyer News*. Ed. buys for the Imperial Crown Perfumery Co., and other Meyer departments, and we feel certain that in real life the contents of the bottles in the sketch would be flower tinctures and not grape products. Note the calm air of justifiable pride in the worship of the fair sex for the perfume with which Ed. is rendering the circumambient atmosphere fragrant! This sort of "demonstration" would become very popular in the perfume industry, we are certain.



In the upper right-hand corner note the coat of arms of St. Louis. An able servant, arms upraised supporting a tray on which is neatly placed and balanced a foaming stein of the ambrosial fluid. Gracefully draped on the right arm will be espied a St. Louis doughnut.

Elbert & Co., dealers in vegetable oils since August 1, have been located at 71 Wall street, this city, instead of Produce Exchange.

Five hundred employes of McCormick & Co., drug and spice millers and flavoring extract manufacturers of Baltimore, had a picnic at Miller's Park, Dundalk, Baltimore county, July 22.

H. E. James Advertising Agency, of Philadelphia, will hereafter handle the advertising of Richard Hudnut, New York, and the Pozzoni toilet preparations of Chicago.

Stockholders of the Cosmo Buttermilk Co., of Sandusky, Ohio, have furnished an additional \$5,000 pending the issue and sale of \$35,000 of seven per cent. preferred cumulative stock, which the stockholders have signified their willingness to absorb after September 15. The proceeds are to be used in magazine advertising.

Mr. Medle Thorpe has been selected as editor of *The Nation's Business*, official monthly magazine of the Chamber of Commerce of the United States. He is a former Washington newspaper man, later doing editorial work in Cuba and in Seattle. Mr. Thorpe was president of the American Association of Journalism Teachers in 1914, secretary of the Missouri Valley Cost Congress, 1914-15, and is the author of "The Coming Newspaper."

Dr. William Jay Schieffelin, Jr., son of the president of Schieffelin & Co., and associated with that house, has gone to the Mexican border as a member of Squadron A, the crack cavalry division of the National Guard of the State of New York.

Mr. J. S. Richmond, of Van Dyk & Co., New York, is on the road to recovery from a sudden attack of illness that seized him in St. Louis early in June.

An inventory and appraisal of the estate of the late Martha Cora Dow, of Cincinnati, was filed in the probate court recently. It placed the total value of the estate at \$762,324.85. Of this sum, \$467,171.35 represents the amount realized from the sale of the stores to the new Dow Drug Co. The amount in bank is placed at \$40,000, the household effects are valued at \$11,000, and \$1,888 for the library. A number of shares of stock in various companies were listed as valueless. They are 74 shares of the Pasteur Chemical Co. stock; 1 share Cincinnati Automobile Club; 60 shares Kenton Pharmacal Co.; 105 common and 10 preferred Antiseptic Remedy Co.; 20 shares Morgan Drug Co.; 100 shares the Chicago Packing and Provision Co., and 25 shares C. D. & T. Traction Co. common stock. According to attorneys for the estate, the endowment to the Cincinnati Symphony Orchestra was exaggerated, as a number of bequests must be first paid out of the estate before the residue can be turned over to the Symphony Orchestra.

Chicago's city council finance committee has accepted a bid of 7.29 cents a pound made by the Procter & Gamble Co., soap manufacturers of Cincinnati, Ohio, for the grease output of the municipal garbage reduction plant for the next eight months. By rejecting bids opened previously and receiving new bids the committee increased the city's revenue approximately \$19,000, the new bid being almost one-half cent higher than the highest previous offer.

Dunmetco Co., started last year in Cambridge, Mass., as a mail order house to do business in perfumery and toilet preparations, has decided to branch out further. Mr. W. H. Dunton is the manager and Mr. A. L. Metivier is the treasurer of the company. It handles the "Sapholilis" brands of perfumery, creams and hair lotions.

#### NEW PUBLICATIONS, PRICE LISTS, ETC.

PROGRESSIVE PERFUMERY, published by Van Dyk & Co., New York, editor, S. Isermann.—We are in receipt of March-June, 1916, issues, and the July issue of this interesting house organ. The former includes an editorial entitled "Patriotism in the Perfumery Industry" and articles on "The Difference Between Dextro and Laevo Citronelol" and "Will the Chemical Industry as a Whole

Lose or Gain by the Present War?" The continued article "Carbolic Acid and Its Use in Perfumery" also appears. The July issue has an editorial "On Protection," an article entitled "What is Rhodinol?" and a continuation of an article "American Enterprise."

REXALL AD-VANTAGES, published by the United Drug Co., Boston, Mass., in its July issue devotes a whole page to boosting the sale of perfumery and toilet goods by its thousands of stockholders. An order sheet for special fancy package perfume assortments is included in the journal as sent to its subscribers. Other features are interesting also. The August issue, also received, contains the program of the convention of the Rexall people to be held this month.

CHANGE OF NAME.—Starting with the first number of Volume 24 the *Chemical Engineer* of Chicago has changed its name to the *Chemical Engineer and Manufacturer*. Its publishers announce that its scope will be broadened to correspond with the addition to its title.

VOICE-SALESMAN, organ of the American Druggists' Syndicate, for July, is at hand. It contains much that is of general and special interest to the members of the syndicate, especially in the way of making profits.

BLACKMER ROTARY PUMP Co., Petoskey, Mich.—We have received a price list of the various oil, creamery, food and other pumps manufactured by this corporation.

J. P. DEVINE Co., Buffalo, N. Y., sends us price list and descriptive article showing the operation of the Devine patented vacuum chambers. The company is publishing a series of bulletins on the subject.

ARABOL MFG. Co., 100 William street, New York, in its trade announcement for September, discourses on label pastes and extols tinnol, which, it avers, has more than lived up to the claims made for it in its use for labels pasted on tin. Suggestion is made to those not now using tinnol to give a trial order.

#### NEW INCORPORATIONS.

Lainiesta Flavoring Extracts Co., Inc., Brooklyn, N. Y., to manufacture perfumes, flavoring extracts for mineral waters, \$10,000 capital, has been incorporated by E. Lainiesta, J. H. Fitzpatrick, J. Mundet, 771 West End avenue.

No Dust Manufacturing Co., Newark, N. J., to manufacture and sell sweeping and cleaning compounds, \$10,000 capital, has been incorporated by Louis Fischer, Walter Bowker, Elizabeth Bowker, Newark.

Werner & Brandon, Inc., Brooklyn, N. Y., coffee, tea, spices, fibre, rubber, food, dyestuffs, \$25,000 capital, has been incorporated by L. E. Werner, L. A. Walton, F. R. Moore, 247 West 46th street.

P. H. Seery Tube Co., Newark, N. J., to manufacture and deal in metal tubes and novelties, \$100,000 capital stock, has been incorporated by Peter H. Seery, Irving P. Seery, James W. Fitzpatrick, Newark.

Automatic Powdered Soap Dispenser Co., Inc., New York, to manufacture dispensing devices for soaps, powders, \$5,000 capital, has been incorporated by J. W. Beckmann, L. M. and J. Walter Rembe, Peekskill.

Western Alcoholic Co., to manufacture and distill alcohol and spirits of all kinds, capital \$1,000,000, has been incorporated in Delaware by James S. Alcorn, Fred H. Parker, E. L. Mohn, all of New York.

Sommers Rendering Co., Dundee Lake, N. J., to deal in hides, fertilizers, tallow, etc., capital \$50,000, has been in-

corporated by Adolph Zuckerberg, Morris Zuckerberg, and Rose Zuckerberg, Passaic.

Ropeco Products Co., Inc., Manhattan, to manufacture soaps, powders, cleansers, etc., capital \$100,000, has been incorporated by J. D. Peckner, C. P. Root, 17 Battery place; A. M. St. Arnaud, 52 Broadway, New York city.

J. C. Dowd & Co., Inc., Kerhohkson, N. Y., to manufacture brushes, toilet articles, goods, wares, merchandise, etc., capital \$50,000, has been incorporated by M. Conroy, 1 West 85th street; P. S. Hill, 618 West 142d street, New York city; J. Nevin, Jr., Jersey City, N. J.

I. Sekine Co., Inc., Manhattan, New York, to import and export brushes, combs, hair goods, dyestuffs, etc., capital \$300,000, has been incorporated by I. Sekine, Freeport; E. M. Noon, 184 Berkley place, Brooklyn; A. Kaplan, 112 Cathedral Parkway, New York City.

Careful Steam Laundry Co., Inc., Manhattan, New York, to do steam laundry business, capital \$50,000, has been incorporated by I. Lurie, 117 South 14th street, Newark, N. J.; J. Weiss, 1159 Vyse avenue, Bronx; G. L. Ehrhardt, 141 Broadway, New York City.

Universal Bottle Closure Co., Inc., New York, to manufacture closures for bottles, cans, jugs, jars, \$6,000 capital, has been incorporated by G. L. Thom, J. S. Weinberger, and S. Herzog, 326 East 69th street.

Southland Perfume Co., Jacksonville, Fla., to manufacture perfume, oils, toilet water, etc., capital stock \$25,000, has been chartered by L. F. Ducker, president; W. O. Brock, secretary; W. R. Sargent, vice president and treasurer.

Cameo Manufacturing Co., Worcester, Mass., to manufacture soap, disinfectants, etc., \$100,000 capital stock, has been incorporated by Albert P. Brooks, Frank H. Brooks and E. H. Cradall.

Buttercup Oil & Car Co., Louisville, Ky., to manufacture soap and oil products, capital \$250,000, has been incorporated by C. J. Murphy, Edward P. Humphrey and H. L. Walker.

The Superlustre Products Co., Inc., New York, to make polishes, stain, scratch removers, paints, capital \$10,000, has been incorporated by W. Uter, I. A. and J. J. Cary, 792 Seventh avenue.

#### IN MEMORIAM FOR DEPARTED FRIENDS.

AARON, EMIL, soaps, retired, New York, August, 1912.  
ANDERSON, S. SPENCER, formerly with Colgate & Co., New York, August, 1914.

BOOTH, THOMAS CHARLTON, manager New York office Consolidated Fruit Jar Co., New Brunswick, N. J. August, 1915.

BROWN, DAVID SEYMOUR, retired soap manufacturer, New York City, August, 1915.

DE DORMAN, CHARLES H., perfumer, Willis H. Lowe Co. Boston, Mass., August, 1912.

FRITZSCHE, HERMAN T., of Fritzsche Brothers, August, 1906.

GEILFUS, CHARLES H., of Andrew Jergens Co., soap and perfume, Cincinnati, O., August, 1914.

HOWELL, REGINALD, of Stevenson & Howell, Ltd., essential oils, London, Eng., August, 1912.

KELLEY DR. H. S., soaps and toilet specialties, West Dennis, Mass., August, 1912.

KERKESLAGER, MILTON W., soap manufacturer, Philadelphia, August, 1913.

LADD, JOHN B., of Ladd & Coffin, New York, August, 1910.

LEVISON, JOSEPH, with American Stopper Co., Brooklyn, N. Y., August, 1912.

PASSOIT, HENRY, soap, Saginaw, Mich., August, 1914.

ROBESON, WILLIAM B., of Antoine Chiris Co., New York, August, 1908.

SCHLIENGER, HUBERT, Bertrand Freres, Grasse, August, 1910.

SHELDON, NICHOLAS, soaps, Providence, Rhode Island, August, 1911.

SMITH, JUSTIN E., formerly of Seeley Mfg. Co., Detroit, Mich., at his home, Chattanooga, August, 1915.

TATUM, ALBERT HOLMES, of the Whitall-Tatum Co., perfumers' glassware, New York, August, 1912.

TETLOW, JOSEPH, perfumery, Philadelphia, August, 1911.

UNGERER, WILLIAM PHILLIP, Ungerer & Co., August, 1907.

WALSH, JAMES P., manager of the W. & H. Walker Soap Co., Pittsburgh, Pa., August, 1914.

WILLIAMS, AARON, W. C. Williams Soap Co., August, 1910.

#### Nathan Calisher.

Nathan Calisher, of Oakley & Co., perfumers, 18 East 17th street, New York, died on July 24 at his home, 544



NATHAN CALISHER.

West 157th street, of a complication of diseases. He had been ill for three months and was operated upon, but to no avail. He was born in Richmond, Va., 55 years ago and was a brother of A. B. Calisher, treasurer of the Manufacturing Perfumers' Association. Besides his widow, two daughters survive. The funeral was held from the home of the family on July 26.

#### John C. Dowd.

John C. Dowd, president of J. C. Dowd & Co., manufacturers of toilet articles, died August 4 at his country home, at Long Beach, L. I. Mr. Dowd was born at Brattleboro, Vt. He went to New Haven, Conn., in his youth, and in 1890 came to New York City to establish the firm of which he was the head.

Mr. Dowd was the inventor of ebonoid and ivoroid, used extensively as substitutes for ebony and ivory. He was president of the Dowd-Rogers Company, of Wallingford, Conn.; the United States Brush Company, of Potsdam, N. Y., and the Ivoroid Company, of Newark, N. J. He leaves a brother, his partner in business, and two sisters.

#### Elliot Howard Norton.

Elliot Howard Norton, sixty-seven years old, died August 3 in Attleboro, Mass., after a brief illness, consequent upon a nervous breakdown. The first position he obtained as a youth was with Colgate & Co., perfume manufacturers, and with that firm he remained continuously till his death. A wife, a son and a daughter survive.

## PATENTS AND TRADE MARKS

 1194427	 1194545	 78531	<b>GLOSSAY</b> 84015	<b>CUTANEOL</b> 86122	 87163	 89349
 49379	 1193223	 90279	 90445	<b>ROSO</b> 91752	 92410	 94143
 49406	 49406	<b>CLINCHCO</b> 94767	 95095	 94620	<b>Camfo</b> 94824	 94867
 1194186	 1194187	 95109	 95242	<b>Beauty Charm</b> 95380	<b>GLACIOL</b> 95381	<b>NAOMI</b> 95383
 95895	 95895	<b>Grafine</b>	<b>OREO</b> 95642	<b>SPRING MAID</b> 95737	<b>LEONE</b> 95733	 95777
 95895	 95895	 96399	 95791	<b>ARISTOCRATIC</b> 95869	<b>BABYKIN</b> 95870	<b>LOYALTY</b> 95875
 95895	 95895	 95452	 95791	<b>Scotch's Tone O-DO-TONE</b> 96186	<b>RID-O-DOR</b> 96261	<b>PRESTO</b> 96234
 95895	 95895	 95452	 95791	<b>BOUDOIR</b> 96230	<b>AMORETTA</b> 96358	<b>HAROFAM</b> 96294
 95895	 95895	 95452	 95791	 96235	<b>Sweet Sixteen</b> 96371	

## NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has been provisionally granted.

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPT.  
Perfumer Pub. Co. 80 Maiden Lane, New York.

## PATENTS GRANTED.

1,193,223.—TOILET-POWDER CONTAINER. John W. Beckmann, New York, N. Y., assignor of one-half to J. Walter Rembe, Peekskill, N. Y. Filed Oct. 5, 1915. Serial No. 54,141. (Cl. 132-28.)

A device of the character described comprising a body, a removable bottom therefor, a top therefor, a removable

conical diaphragm within the body having an opening and valve seat, a valve fitted to said seat from the under side of the diaphragm, a valve rod carrying the valve and movable through the top and a spring around said valve rod within the body with one end secured to said rod and the inner end having its lower convolution terminating in an outwardly extending arm engaging the diaphragm and preventing the entrance of the spring into the valve opening. 1,194,185.—ROUGE-PAD. William G. Kendall, Newark, N. J., assignor of one-half to Irvin S. Zeluff, Long Island City, N. Y. Filed June 15, 1915. Serial No. 34,303. (Cl. 132-28.)

A rouge pad including a base having a face surrounded by an upwardly and inwardly directed peripheral flange adapted to engage rouge pressed against the face, the base within the boundary of the flange being upstruck to provide an annular shoulder terminating in a laterally directed flange.

1,194,186.—CAP FOR RECEPTACLES. William G. Kendall, Newark, N. J. Filed July 13, 1915. Serial No. 39,693. (Cl. 221-62.)

1. A sifter cap for containers including a cap body having a top formed with perforations and a wall outstruck to provide an interior seat formed with a slot, a sliding plate mounted in the cap and formed with perforations adapted, in one position of the plate, to align with those of the cap



means normally holding the plate with its perforations out of alignment with those of the cap, a tongue extending from the plate through the slot, whereby the plate may be operated, and a ring secured around the tongue to engage in the seat when the plate is in normal position.

1,194,187.—Rouge-Box. William G. Kendall, Newark, N. J. Filed Aug. 5, 1915. Serial No. 43,813. (Cl. 132—28.)

A rouge package including a box having a hinged cover, an inner box centrally disposed in the first box with its peripheral wall spaced from the walls of the first box, the second box having a double bottom formed centrally with openings, the opening in the upper bottom being more reduced than that in the lower bottom, a rouge pad fitting within the inner box and guided by its wall, and a helical spring connected at one end to the bottom of the pad and having a terminal convolution passed through the smaller opening of the upper bottom member of the inner box and seating in the larger opening of the lower bottom member of the inner box.

1,194,427.—SHAVING-STICK AND THE LIKE. Felix Riesenberg, New York, N. Y., assignor to Maud C. Riesenberg, New York, N. Y. Filed Oct. 28, 1914. Serial No. 869,135. (Cl. 206—56.)

A shaving stick device comprising in combination a bar of soap, a band permanently secured to the said bar of soap substantially midway between its two ends, and a case having a holder portion adapted to invertibly receive and engage said band at the open end of said holder portion.

1,194,545.—SOAP-CONTAINER. Horace W. Remington, Milwaukee, Wis., assignor to B. J. Johnson Soap Company, Milwaukee, Wis., a Corporation of Wisconsin. Filed Dec. 26, 1914. Serial No. 879,198. (Cl. 206—56.)

A soap container comprising a body portion of oval form in cross section having an inwardly flaring upper open end and with a lower open end, an inverted cup-shaped bottom piece, provided with a rib, said bottom piece positioned within the lower open end of the body portion, the lower inner portion of said container being provided with a groove for receiving the rib on the bottom piece, thereby locking the said bottom piece to the container, a non-rotatable plunger positioned within the body portion, a threaded rod extending through the plunger and having a threaded engagement therewith, said rod also revolvably extending through the bottom portion and provided with a collar which bears upon the bottom portion, and a handle positioned within the bottom portion and secured to the lower end of the rod and having a flange which bears against the lower surface of the bottom.

#### DESIGNS PATENTED.

49,379.—BOTTLE. Roger S. Allan, Louisville, Ky. Filed Mar. 17, 1916. Serial No. 84,987. Term of patent 7 years.

The ornamental design for a bottle, as shown.

49,406.—BOTTLE. Victor Vivaudou, New York, N. Y. Filed May 24, 1916. Serial No. 99,701. Term of patent 7 years.

The ornamental design for a bottle, as shown.

#### LABELS REGISTERED.

19,454.—Title: "Pietro & Vincenzo Formusa." (For olive-oil.) Vincent Formusa, Chicago, Ill. Filed May 22, 1916.

19,462.—Title: "Divinia." (For a Hair-Wash.) Joseph Palazzolo, New York, N. Y. Filed May 18, 1916.

19,487.—Title: "Pond Lilly Vanishing Cream." (For a Cosmetic Face Preparation.) Macarms Cosmetic Co., Jacksonville, Fla. Filed June 6, 1916.

19,503.—Title: "The Million Dollar Hair Tonic." (For Hair-Tonic.) Matthew Arnone, New York, N. Y. Filed June 2, 1916.

19,531.—Title: "Superior Hand Paste." (For Cleaning-Pastes.) Superior Hand Paste Co., San Francisco, Cal. Filed July 18, 1916.

#### TRADE-MARK REGISTRATIONS GRANTED.

111,439.—Canned Olive-Oil.—Michele Ajello, Brooklyn, N. Y. Filed January 20, 1916. Serial No. 92,261. Published March 28, 1916.

111,445.—Certain Named Foods.—Jobst Bethard Co., Pe-

oria, Ill. Filed February 25, 1916. Serial No. 93,097. Published May 2, 1916.

111,453.—Talcum Powder.—William More Decker, Buffalo, N. Y. Filed March 17, 1916. Serial No. 93,600. Published May 2, 1916.

111,456.—Certain Named Foods.—Haas Brothers, San Francisco, Cal. Filed Jan. 20, 1916. Serial No. 92,269. Published May 2, 1916.

111,460.—Face and Greaseless Creams, Talcum and Face-Powders, and Shampoo Preparations.—B. J. Johnson Soap Co., Milwaukee, Wis. Filed Oct. 2, 1915. Serial No. 89,602. Published May 2, 1916.

111,464.—Bath-Salt and Water-Softener.—Harold Korn, New York, N. Y. Filed March 4, 1916. Serial No. 93,304. Published May 2, 1916.

111,469.—Certain Named Foods.—Merrell-Soule Co., Syracuse, N. Y. Filed March 23, 1915. Serial No. 85,336. Published May 2, 1916.

111,479.—Dentrifices.—Francis Joseph Rhodes, Malton, England. Filed March 16, 1916. Serial No. 93,585. Published May 2, 1916.

111,485.—Perfume, Talcum Toilet Powder, Rouge, and Cold-Creams.—Henry Tetlow Co., Philadelphia, Pa. Filed March 18, 1916. Serial No. 93,678. Published May 2, 1916.

111,503.—Certain Named Foods.—Lauderbach-Barber Co., Philipsburg, Pa. Filed Jan. 18, 1916. Serial No. 92,219. Published May 2, 1916.

111,508.—Flavoring-Syrup for Soda-Water.—The Pepsi-Cola Co., Newbern, N. C. Filed March 19, 1915. Serial No. 85,262. Published May 9, 1916.

111,514.—Perfumes, Toilet-Powders, Toilet-Pastes, Toilet-Lotions, Toilet-Creams, Rouge, Tooth-Soaps, Mouth-Wash.—V. Vivaudou, Inc., New York, N. Y. Filed January 12, 1916. Serial No. 92,093. Published May 2, 1916.

111,515.—Perfumes, Toilet-Powders, Toilet-Pastes, Toilet-Lotions, Toilet-Creams, Rouge, Tooth-Soaps, Mouth-Wash.—V. Vivaudou, Inc., New York, N. Y. Filed Jan. 12, 1916. Serial No. 92,094. Published May 2, 1916.

111,710.—Shampoo Preparation and Hair-Tonic.—Nancy Jane Burgham, East Palestine, Ohio. Filed March 17, 1916. Serial No. 93,595. Published May 16, 1916.

111,717.—Olive-Oil.—Cosmopolitan Grocery Co., Chicago, Ill. Filed Jan. 27, 1913. Serial No. 68,137. Published May 16, 1916.

111,725.—Washing-Powder.—Ella Hardin, Strathmore, Cal. Filed April 22, 1916. Serial No. 94,644. Published May 23, 1916.

111,739.—Certain Named Foods.—Lauderbach Barber Co., Philipsburg, Pa. Filed February 5, 1915. Serial No. 84,313. Published May 16, 1916.

111,809.—Flavoring-Syrup for Still-Water and Carbonated Beverages.—The Florida Products Co., Covington, Ky. Filed March 10, 1916. Serial No. 93,429. Published May 23, 1916.

111,813.—Certain Named Foods.—General Mercantile Co., Omaha, Neb. Filed Nov. 29, 1915. Serial No. 91,004. Published May 23, 1916.

111,994.—Toilet-Powder, Sachet-Powder, Toilet-Water, Brilliantine, and Perfume, Rouge, and Face-Cream.—A. Bourgeois & Co., Inc., New York, N. Y. Filed Sept. 17, 1915. Serial No. 89,259. Published June 6, 1916.

112,012.—Perfume, Toilet-Water, Face-Powder, and Talcum Powder.—Herman C. G. Luyties, St. Louis, Mo. Filed March 29, 1916. Serial No. 93,970. Published June 6, 1916.

111,534.—Flavoring Extracts, Tea, Coffee and Cocoa.—The Williams & Carleton Co., Hartford, Conn. Filed Oct. 12, 1915. Serial No. 89,828. Published May 2, 1916.

111,537.—Certain Named Foods.—Albert Ehlers, Brooklyn, N. Y. Filed Feb. 29, 1916. Serial No. 93,170. Published May 9, 1916.

111,538.—Hair-Restorer.—Nicolas D. Farakos, New York, N. Y. Filed March 24, 1916. Serial No. 93,837. Published May 9, 1916.

111,564.—Toilet-Soap, Laundry-Soap, Washing-Powder, Scouring-Soap.—Abraham Cohen, Cambridge, Mass. Filed March 11, 1915. Serial No. 85,078. Published March 14, 1916.

- 111,573.—Certain Named Foods.—Drake & Co., Easton, Pa. Filed March 29, 1916. Serial No. 93,952. Published May 9, 1916.
- 111,941.—Olive-Oil Contained in Capsules.—David A. Harrison, Los Angeles, Cal. Filed January 3, 1916. Serial No. 91,873. Published May 23, 1916.
- 111,948.—Certain Pharmaceutical Preparations for Toilet Purposes.—J. Bailey Johnson, Pittsburgh, Pa. Filed March 11, 1916. Serial No. 93,459. Published May 16, 1916.
- 111,848.—Soap.—Resinol Chemical Co., Baltimore, Md. Filed March 27, 1916. Serial No. 93,919. Published May 16, 1916.
- 111,855.—Soap.—The Tropical Pharmacal Co., New York, N. Y. Filed Oct. 9, 1915. Serial No. 89,774. Published May 16, 1916.
- 111,891.—Perfumed Waters, Perfumed Oils, Face-Powders, Hair-Ointments, Scent-Bags, Incenses, and Face-Lotions.—Sakae Ito, Tokyo, Japan. Filed Oct. 26, 1915. Serial No. 90,123. Published May 23, 1916.
- 111,622.—Certain Named Foods.—Worden Grocer Co., Grand Rapids, Mich. Filed February 10, 1914. Serial No. 75,837. Published May 19, 1914.
- 111,631.—Certain Named Foods.—S. L. Crawford & Sons, Hoquiam, Wash. Filed March 27, 1916. Serial No. 93,893. Published May 9, 1916.
- 111,647.—Certain Named Foods.—Jos. Middleby, Jr., Inc., Boston, Mass. Filed March 27, 1916. Serial No. 93,914. Published May 9, 1916.

#### TRADE-MARK REGISTRATIONS RENEWED.

- 13,623.—Toilet Soap.—James S. Kirk & Co., Chicago, Ill. Registered August 31, 1886. Renewed August 31, 1916.
- 13,624.—Soap for Household and All Other Purposes.—Lever Bros., Warrington, Lancaster, England; Lever Brothers Co., a Corporation of Maine, assignee. Registered August 31, 1886. Renewed August 31, 1916.
- 13,839.—Soap for Antiseptic and Disinfecting Purposes.—Fels & Co., Philadelphia, Pa. Registered November 30, 1886. Renewed November 30, 1916.

#### TRADE-MARK REGISTRATIONS APPLIED FOR.

- 78,531.—Peet Bros. Mfg. Co., Kansas City, Kan. (Filed May 25, 1914. Used since January, 1900.)—Soap.
- 84,015.—Victor Schneider and Aloysius J. C. McKenna, Fort Worth, Tex. (Filed Jan. 21, 1915. Used since Dec. 1, 1914.)—Detergent paste for cleaning and polishing automobiles and other devices.
- 86,122.—John T. Stanley Co., Inc., New York, N. Y. (Filed April 22, 1915. Used since 1800.)—Soaps.
- 87,163.—William H. Dewender, Brooklyn, N. Y. (Filed June 7, 1915. Used since Aug. 7, 1901.)—Toilet preparations, namely, hair tonics for the promotion of the growth of hair, restoring the color, and the prevention of dandruff, skin-cream, headache cologne, and toilet water.
- 89,349.—Louis R. Hinton, Springfield, Mo. (Filed Sept. 21, 1915. Used since March 1, 1914.)—Shampoo-powder. (Disclaims words "Dry Shampoo.")
- 90,279.—Lime Cola Co., Montgomery, Ala. (Filed Nov. 1, 1915. Used since Sept. 1, 1915.)—An extract and flavoring-syrup for soft drinks.
- 90,445.—Joseph Burnett Co., Boston, Mass. (Filed Nov. 6, 1915. Used since 1894.)—Extracts used in food.
- 91,752.—John T. Stanley Co., Inc., New York, N. Y. (Filed Dec. 24, 1915. Used since May, 1910.)—Soap.
- 92,410.—Goodrich Drug Co., Omaha, Neb. (Filed Jan. 26, 1916. Used since Mar. 1, 1914.)—Face-powder, rouge.
- 94,143.—The Dental and Toilet Products Corporation, New York. (Filed April 4, 1916. Used since March 18, 1916.)—Dentifrices.
- 94,620.—The H. D. Mercantile Co., Salina, Kan., and Kansas City, Mo. (Filed April 21, 1916. Used since March, 1891.)—Food-flavoring extracts.
- 94,767.—Cinchfield Products Corporation, Johnson City, Tenn., and New York, N. Y. (Filed April 25, 1916.)—Barium carbonate, barium sulfid, barium chlorid, blanc fixe, barium nitrate, barium peroxid, barium hydrate,

- sodium sulfid, lithopone, peroxid of hydrogen, soda-ash, caustic soda, muriatic acid.
- 94,817.—Mrs. John W. Covington, Indianapolis, Ind. (Filed May 1, 1916. Used since August, 1908.)—Hair-grower.
- 94,824.—William R. Fountain, Taunton, Pa. (Filed May 1, 1916. Used since March 1, 1916.)—A liquid cream for after shaving.
- 94,856.—Madrid Chemical Co., Madrid, Iowa. (Filed May 2, 1916. Used since Jan. 1, 1916.)—Vanishing face-creams, massage-cream, dandruff remover, toilet waters, perfumery, face-cream, tooth-paste, tooth-wash, tooth-powder, complexion powder, liquid face powder, rouge and liquid shampoo, and various pharmaceutical preparations.
- 95,009.—Rex J. Flatau, New York, N. Y., assignor to the Junior Products Co., Inc., a corporation of New York. (Filed May 9, 1916. Used since April 17, 1916.)—Hair tonic, toilet water, dental cream, face-cream and talcum powder.
- 95,095.—Clifford L. Allen, Kansas City, Mo. (Filed May 12, 1916. Used since April 20, 1916.)—Cakes of soap.
- 95,109.—Rome Importing Co., New York, N. Y. (Filed May 12, 1916. Used since June 15, 1914.)—Olive-oil.
- 95,242.—Philip Scheller, New York, N. Y. (Filed May 18, 1916. Used since May 1, 1916.)—A chemical preparation for a hair-dye.
- 95,380.—V. Vivaudou, Inc., New York, N. Y. (Filed May 23, 1916. Used since April 20, 1916.)—Perfumes, toilet waters, toilet creams, talcum powders, face-powders, lotions, nail preparations, sachet-powders, tooth-pastes, tooth-powders, rouges and hair tonics.
- 95,381.—V. Vivaudou, Inc., New York, N. Y. (Filed May 23, 1916. Used since May 12, 1916.)—Perfumes, toilet waters, toilet creams, talcum powders, face-powders, lotions, nail preparations, sachet-powders, tooth-pastes, tooth-powders, rouges and hair tonics.
- 95,382.—V. Vivaudou, Inc., New York, N. Y. (Filed May 23, 1916. Used since Dec. 15, 1915.)—Perfumes, toilet waters, toilet creams, talcum powders, face-powders, lotions, nail preparations, sachet powders, tooth-pastes, tooth-powders, rouges and hair tonics.
- 95,383.—V. Vivaudou, Inc., New York, N. Y. (Filed May 23, 1916. Used since May 5, 1916.)—Perfumes, toilet waters, toilet creams, talcum powders, face-powders, lotions, nail preparations, sachet-powders, tooth-pastes, tooth-powders, rouges and hair tonics.
- 95,452.—The Schuster Co., Cleveland, Ohio. (Filed May 26, 1916. Used since May 1, 1910.)—Flavoring extracts for foods, coffee extracts.
- 95,533.—The Remiller Co., New York, N. Y. (Filed May 29, 1916. Used since May 17, 1916.)—Perfume, toilet water, and face, sachet and talcum powders.
- 95,577.—Paul F. Ferriere, New York, N. Y. (Filed June 1, 1916. Used since January, 1915.)—Perfumes, toilet waters, face-powders, sachet-powders, and talcum powders.
- 95,635.—Julie C. Wilcox, El Paso, Texas. (Filed June 5, 1916. Used since May 1, 1916.)—A face-lotion.
- 95,642.—Jeannetta A. Cobb, Jackson, Miss. (Filed June 6, 1916. Used since March 1, 1916.)—A preparation for promoting growth of hair.
- 95,737.—Wolff-Wilson Drug Co., St. Louis, Mo. (Filed June 8, 1916. Used since Sept. 13, 1915.)—Toilet-waters, perfumes, face powders, rice powders, face creams, cleansing creams, and vanishing creams.
- 95,738.—Wolff-Wilson Drug Co., St. Louis, Mo. (Filed June 8, 1916. Used since Sept. 14, 1915.)—Face-creams, cucumber creams, peroxid creams, wrinkle-creams, vanishing creams, massage creams, orange-flower creams, cold-creams, hair-shampoos, perfumes, toilet waters, rice powders, face powders, and talcum powders.
- 95,791.—Reba P. Miller, Lancaster, Pa. (Filed June 10, 1916. Used since Mar. 15, 1916.)—Scalp and hair shampoo. (Disclaims use of the words "East India Bayberry Shampoo").
- 95,869.—Lekas & Drivas, New York, N. Y. (Filed June 14, 1916. Used since May 12, 1916.)—Olive-oil.
- 95,870.—Lazell Perfumer, Newburgh, N. Y. (Filed June 14, 1916. Used since May 22, 1916.)—Talcum-powder.
- 95,875.—Leonard G. Page, St. Louis, Mo. (Filed June 14, 1916. Used since May 18, 1916.)—Coffee, tea, spices, and flavoring extracts, for foods.

- 96,072.—The J. B. Williams Co., Glastonbury, Conn. (Filed June 22, 1916. Used since April, 1913.)—Tooth-powder, face-powder, dental cream, talcum powder, and toilet water.
- 96,186.—Scotch-Tone Remedy Co., Oklahoma, Okla. (Filed June 28, 1916. Used since July, 1914.)—Deodorizing preparations.
- 96,230.—William E. Heath, Baltimore, Md. (Filed June 29, 1916. Used since 1910.)—Toilet creams and dental paste.
- 96,234.—Theodore L. Miller, New Orleans, La. (Filed June 29, 1916. Used since November, 1911.)—Face-cream.
- 96,235.—E. A. Massa, Atlanta, Ga. (Filed June 29, 1916. Used since 1909.)—Flavoring extracts for beverages sold as soft drinks.
- 96,261.—Wolff-Wilson Drug Co., St. Louis, Mo. (Filed June 30, 1916. Used since May 25, 1916.)—Deodorizing creams, and deodorizing liquids.
- 96,294.—James F. Gaffney, Cleveland, Ohio. (Filed July 3, 1916. Used since Mar. 1, 1916.)—Hair-tonic.
- 96,358.—Florence N. Lewis, New York, N. Y. (Filed July 6, 1916. Used since Feb. 1, 1915.)—Face and massage creams.
- 96,371.—Henry Tetlow Co., Philadelphia, Pa. (Filed July 6, 1916. Used since June 12, 1916, on toilet powders, talcum powders, perfumes, rouges and cold creams, and on face and complexion powders since 1884.
- 96,399.—Crusellas Y. Ca., Habana, Cuba. (Filed July 7, 1916. Used since Sept. 1, 1915.)—Hair-tonic

## PURE FOOD AND DRUG NOTES.

(Continued from page 165.)

used in the sense of being equivalent to quintessence. The New York address, he held, prevented any misunderstanding as to where the product was manufactured.

4323. Misbranding of lemon oleum. Plea of guilty. Fine, \$50 and costs.

Analysis of a sample by the Bureau of Chemistry showed it consisted largely of cottonseed oil. Misbranding was alleged for the reason that each of the cans containing the same bore a label in words and figures as follows, to wit, "Lemon Oleum. An Economical Oil Compound imparting the true lemon flavor, . . . Chicago Serial 7382," which said statement on the label was false and misleading.

4325. Misbranding of artificial strawberry and artificial pineapple flavorings. Plea of guilty. Fine, \$25 and costs.

Examination of 30 samples of each of the flavorings, made by the Bureau of Chemistry, showed in the case of the strawberry flavoring an average measure of 1.85 ounces, amounting to an average shortage of 7.5 per cent.; and in the case of the pineapple flavoring an average measure of 1.82 ounces, which amounted to an average shortage of 9 per cent. Misbranding was alleged for the reason that each of the bottles bore "2 oz." labels.

4326. Adulterations and misbranding of vanilla extract and misbranding of orange extract, artificial pineapple flavoring, lemon extract, and artificial strawberry flavoring. Plea of guilty. Fine, \$25 and costs.

Analysis of a sample of the vanilla extract by the Bureau of Chemistry showed the following results:

Specific gravity 15.6° C./15.6° C.	1.0088
Alcohol (per cent. by volume)	42.44
Methyl alcohol	None.
Average capacity of 8 bottles (fluid ounces)	1.76
Vanillin (per cent.)	0.07
Lead number	0.22

Adulteration was alleged in the information for the reason that a dilute extract of vanilla, had been mixed and packed with the pure vanilla extract. Misbranding was alleged for the reason that each bottle bore this label, "2 Oz. Full Measure," which was untrue.

Examination of 11 bottles of the orange extract by the Bureau of Chemistry showed an average volume of 55.8 cc, which amounted to a shortage of 7 per cent. Examination of 9 samples of the artificial pineapple flavoring by said bureau showed an average net volume of 52.7 cc, which amounted to a shortage of 10.8 per cent. Examination of 12 bottles of the lemon extract showed an average net volume of 53.8 cc, which amounted to a shortage of 9.1 per cent. Examination of 9 bottles of the artificial

strawberry flavoring by said bureau showed an average net volume of 55.2 cc, which amounted to a shortage of 6.7 per cent.

4341. Adulteration and misbranding of so-called extract of lemon and so-called extract of orange. Plea of guilty. Fine, \$25 and costs.

Analysis of a sample of the "Extract of Lemon," by the Bureau of Chemistry, showed the following results:

Specific gravity at 15.6° C.	0.9177
Alcohol (per cent. by volume)	57.3
Methyl alcohol	Absent.
Oil (per cent. by volume)	0.04
Citral (per cent. by weight)	0.16
Total aldehydes (per cent. by weight)	0.19
Color	Very light, natural.

A terpeneless extract.

Analysis of a sample of the "Extract of Orange," by Bureau of Chemistry, showed the following results:

Specific gravity at 15.6° C.	0.9011
Alcohol (per cent. by volume)	64.2
Methyl alcohol	Absent.
Oil (per cent. by volume)	0.8
Citral (per cent. by weight)	0.05
Total aldehydes (per cent. by weight)	0.09
Color	Natural.

A terpeneless extract.

Adulteration was alleged for the reason that a terpeneless extract of lemon (or a terpeneless extract of orange) had been mixed and packed with the article of food aforesaid, so as to reduce, lower, and injuriously affect its quality and strength.

4342. Adulteration and misbranding of so-called oil of lemon. Plea of guilty. Fine, \$25 and costs.

Analysis of a sample, by the Bureau of Chemistry, showed the following results:

Specific gravity at 15.6° C.	0.8605
Index of refraction at 20° C.	1.4739
Rotation at 20° C.	59.0
Citral (Hiltner) (per cent. by weight)	3.12
Total aldehydes (Chace) (per cent. by weight)	3.20
Physical constants of 10 per cent. distillate:	
Rotation, 20° C.	58.2
Index of refraction, 20° C.	1.4726

Citral has been partially removed.

Adulteration was alleged for the reason that an oil of lemon, from which citral and other flavoring compounds had been in part abstracted, was substituted wholly or in part for genuine oil of lemon, which the article purported to be. Misbranding was alleged for the reason that the statement, "Standard Quality Oil of Lemon" on the label of the article was false and misleading.

4346. Adulteration and misbranding of oil cassia. Plea of guilty. Fine, \$50 and costs.

Analysis of a sample, by the Bureau of Chemistry, showed the following results:

Cinnamic aldehyde (per cent.)	77.0
Specific gravity at 25° C.	1.063
Solids (by drying)	20.97
Acid number of original oil	26.9
Rosin (Liebermann-Starch test)	Strongly positive.
Alcoholic lead acetate	Heavy precipitate.
Refractive index at 26° C.	1.5942
Polariscope reading in 100 mm. tube at 28° C.	+6.8 angular degrees.
Iodin number	33.39

Adulteration was alleged for the reason that it was sold under and by a name recognized in the United States Pharmacopœia, and differed from the standard of strength, quality, and purity as determined by the tests laid down in said Pharmacopœia, official at the time of investigation, in these particulars, to wit: The specific gravity at 25° C. was above 1.055, and was in fact 1.063, whereas said Pharmacopœia provides as a test for oil of cassia that a specific gravity at 25° C. shall be between 1.045 and 1.055; and that the rotation of said drug was more than one degree and was in fact plus 6.8°.

Misbranding was alleged for the reason that said drug was not a pure oil of cassia, but was an oil of cassia which contained rosin.



## FOREIGN CORRESPONDENCE AND MARKET REPORT

### CHILE.

**PERFUMERY.**—The domestic manufacture of perfumery in Chile has greatly increased during the past few months. One factory makes 200 kinds of products which are included under the classification of perfumery, being in face lotions, powders, soap and similar preparations as well as perfume.

### ENGLAND.

**NEW SOAP COMPANY.**—Cleveland Soap Co., Ltd., capital \$25,000, has been formed to adopt an agreement with W. M. Richmond & Co., Ltd., and to carry on the business of manufacturers, etc., of soaps, dealers in fats, oils, etc., and pharmaceutical manufacturing, and general chemists and druggists, makers of and dealers in proprietary articles, etc. The first directors are G. E. Woodman, E. de Penhewy-O'Kelly, P. C. Tarbutt, and E. W. Janson, R.O., 55 Broad Street Avenue, E.C., London.

### FRANCE.

**TRADE.**—The value of the imports from the United States during the first six months of 1916 was \$232,188,264, against \$201,631,153 for the corresponding period in 1915, and the exports to the United States were valued at \$47,696,669, against \$37,483,302.

**ALCOHOL.**—A French decree, of July 11, provides that the duty on alcohol to be denatured shall be 80 francs per hectoliter. Alcohol for which the contract was made before April 6 and for which the importer's declaration was filed at the Ministry of Commerce prior to June 2, is to be admitted at the reduced rate of 300 francs per hectoliter, if imported before January 1, 1917. The rates quoted are those of the French general tariff, which are applicable to alcohol imported from the United States.

**GLASS BOTTLE TRADE OF LOIRE.**—Consul William H. Hunt, St. Etienne, says: Rive de Gier, St. Romain le Puy, and Veauche (Loire) are the recognized centers for the manufacture of glass bottles in the Loire basin. The production in 1915 is estimated at 30,000,000, compared with 62,000,000 in 1913. The wholesale prices of bottles increased about 30 per cent., advancing from \$2.89 per 100 in 1914, to \$3.86 per 100 in 1915. The scarcity of skilled labor greatly decreased the output. There were only 950 workmen employed in bottle making in 1915, compared with 2,400 during the preceding year, while 50 per cent. of the ovens were shut down.

### GERMANY.

**EXPORTS.**—In the Brunswick consular district in 1914, potash to the value of \$4,296,783 was exported to the United States. In 1915 the value was \$717,675. Exports of soap through the consulate general at Frankfurt on the Main in 1914 were valued at \$11,384. In 1915 the valuation was \$2,448.

### INDIA.

**PERFUMED-SPIRITS DUTY.**—A circular issued by the Indian Customs says: "In the Indian Tariff (Amended) Act, 1916, perfumed spirits are shown as a separate class, on which the rate of duty is fixed at Rs. 18.12 per imperial gallon. Perfumed spirits will continue to be defined as indicated in the letters of the Government of India, dated March 29, 1910, and April 16, 1914. The Government of India have, however, decided to allow perfumed spirits, if under proof, to be assessed on their actual strength. This ruling supersedes that dated April 16, 1914, insofar as the concession of payment of duty on actual strength was thereby restricted to perfumed spirits containing 5 per cent. of proof spirit or less, but it does not otherwise operate to modify the instructions issued in the letters above quoted. The duty on perfumed spirits assessed

(Continued on page 184.)

### THE MARKET.

#### (Essential Oils, Aromatic Chemicals and Beans.)

The feature of the essential oil market has been the sharp advance in bergamot on the strength of primary advices, in some instances the lay-down cost running to nearly \$7. Shortage of Italian stocks is the basis for the flurry; not more than 18,000 kilos were known to be available in the primary quarter last May, less than one-half the normal requirements over the interval before new oil is due. The spot market has been well cleared of the cheaper lots, but prices are still considerably below the import cost.

Orange has stiffened under a similar influence, the unsold primary stocks last May being only 2,000 kilos. Lemon has remained practically the same in the absence of any material developments abroad. There is ample oil to tide over the new crop interval, about 150,000 kilos being available for the market in Messina last May.

The current distillation of neroli is reported one-third below the former yield, due to labor shortage and lack of proper attention to the trees. Some new oil has been received in the local market, for which premiums of \$3 to \$4 over the old prices are asked.

Prospects for the present crop of lavender oil have been involved by labor troubles and the scarcity of wood for the stills. Domestic peppermint distillation has not advanced sufficiently to permit definite expressions on the yield. Country offers have been backward, on the strength of which the spot market has developed a firmer position.

Caraway and cedar leaf have been advanced as a result of light stocks.

Among the declines the leading development has been in coriander oil, following fair arrivals to relieve the lately prevailing scarcity, with \$12@15 now in effect, as against a nominal figure of \$35. Declines are noted in Japanese camphor, citronella, wormwood and wintergreen (sweet birch).

#### Beans.

The vanilla market has developed a stronger position, based almost entirely upon the Mexican conditions, with prospective influences looming up with even more potent significance. The 1915-1916 crop, which has been well cleared from primary quarters, has fallen below expectations, based on the various declarations of holdings, and the total may be accepted as 100,000 pounds beans and 70,000 pounds of cuts, as against a normal yield of 200,000 and 100,000 pounds, respectively. The relatively large proportion of cuts in the current crop is due to the sweeping from the vines of many of the maturing beans by the cyclone and heavy rains in the vanilla districts last September. All of the cuts have left Mexico, with the exception of about 4,000 pounds, while there remain for shipment between 15,000 and 20,000 pounds of beans. The beans received in the local trade have borne every indication of thorough curing and sound keeping qualities. The cured beans were expected to average about 9 pounds to the thousand green beans, but the yield is said to have run below 7 pounds.

The effect of the shortage of approximately 100,000 pounds in the present crop is emphasized by the pessimistic reports on the growing crop. The damage to the vines and plantations last September could not be remedied to

(Continued on page 184.)



# PRICES IN THE NEW YORK MARKET

(The following quotations are those made by local dealers, but are subject to revision without notice because of the unstable conditions created by the European War)

## ESSENTIAL OILS.

Almond Bitter.....per lb.	\$14.00
" F. F. P. A.....	15.00-16.00
" Artificial.....	6.00-7.00
" Sweet True.....	.80-1.00
" Peach-Kernel.....	.35-.40
Amber, Crude.....	†1.75-2.00
" Rectified.....	†2.00-2.50
Anise.....	1.00-1.10
" Lead free.....	1.45
Aspic (Spike).....	1.00-1.40
Bay, Porto Rico.....	3.00-3.30
Bay.....	2.50
Bergamot, 35-36%.....	5.00-5.50
Birch (Sweet).....	2.50-2.75
Bois de Rose, Femelle.....	4.25-4.50
Cade.....	.50-.55
Cajuput.....	.80-.90
Calamus.....	3.50-4.00
Camphor, Japanese.....	.20-.22
Caraway Seed.....	3.00-3.10
Cardamom.....	32.00-34.00
Carvol.....	6.00
Cassia, 75-80% Technical..	1.15-1.20
" Lead free.....	1.25-1.30
" Redistilled.....	1.50-1.75
Cedar, Leaf.....	.80-.90
" Wood.....	.15-.20
Celery.....	20.00-22.00
Cinnamon, Ceylon.....	18.00-20.00
Citronella, Ceylon.....	.55-.60
" Java.....	.90-1.00
Cloves, Zanzibar.....	1.25-1.30
" Bourbon.....	1.35-1.55
Copaiba.....	1.00-1.10
Coriander.....	15.00-20.00
Croton.....	.90-1.00
Cubeb.....	3.00-3.25
Erigeron.....	.90-1.00
Eucalyptus, Australian, 70%.....	.70-.75
Fennel, Sweet.....	5.00
Geranium, African.....	3.75-4.00
" Bourbon.....	3.25-3.50
" Turkish (palma rosa).....	3.50-3.75
Ginger.....	6.00-7.00
Gingergrass.....	2.00
Guaiac (Wood).....	3.00-3.50
Hemlock.....	.60
Juniper Berries, twice rect..	†8.00
Kananga, Java.....	3.50
" Rectified.....	4.00
Lavender, English.....	22.00
" Fleurs.....	3.50-4.00
" Spanish.....	1.00-1.25
Lemon.....	.90-1.10
Lemongrass.....	.80-.85
Limes, expressed.....	3.50
" distilled.....	3.00-3.25
Linaloe.....	2.75-3.00
Mace, distilled.....	1.00-1.10
Mustard Seed, gen.....	20.00-22.00
" artificial.....	17.50-20.00
Neroli, petale.....	60.00-65.00
" artificial.....	18.00-20.00
Nutmeg.....	1.00-1.10
Opoponax.....	†8.50
Orange bitter.....	2.25-2.50
Orange, sweet, Italian.....	3.00-3.25
" sweet, West Indian.....	2.50-2.75
Origanum.....	.30-.50
Orris Root, concrete, foreign.....(oz.)	4.00
Orris Root, concrete, domestic.....(oz.)	3.50-4.00
Orris Root, absolute... (oz.)	40.00-45.00
Parsley.....	2.00-2.50
Patchouly, foreign.....	18.00-19.00
" domestic.....	14.00-16.00
Pennyroyal.....	1.50-1.60
Peppermint.....	2.00-2.25
" redistilled.....	2.50-2.75
Petit Grain, South American.....	3.00-3.25
" French.....	8.00
Pimento.....	1.70-1.80
Pine Needles.....	1.00-1.25
Rose.....(oz.)	12.00-15.00
" synthetic.....	2.50-2.75
Rosemary, French.....	.85-1.00
" Spanish.....	.60-.65
Rue.....	4.00
Sage.....	3.00-4.00
Safrol.....	.40-.50
Sandalwood, East India... ..	7.00-7.25
" West India... ..	3.25
Sassafras, artificial.....	.30-.35
" natural.....	.65-.70
Savin.....	nom.
Snake Root.....	8.00
Spearmint.....	1.50-1.60
Spruce.....	.60
Tansy.....	2.25-2.50
Thyme, French, red.....	1.25-1.30
" white.....	1.50-1.60
" Spanish, red.....	1.25-1.30
Verbena.....	6.00
Vetivert, Bourbon.....	12.00-15.00
" Indian.....	30.00
Wintergreen, genuine (gaultheria).....	4.00-4.50
Wormwood.....	2.50
Ylang-Ylang, Bourbon.....	12.00-15.00
" Manila.....	28.00-35.00

## AROMATIC CHEMICALS.

Acetophenone.....	nom.
Amyl Salicylate, domestic..	5.00-7.00
" foreign.....	9.00-10.00
Anethol.....	3.00-3.50
Anisic Aldehyde.....	nom.
Benzaldehyde, domestic.....	6.50-7.00
" foreign.....	nom.
" F. F. C., domestic.....	7.00-8.00
" F. F. C., foreign.....	nom.
Benzyl Acetate, domestic..	8.00-9.00
" foreign.....	9.00-10.00
" Alcohol.....	nom.
" Benzoate.....	10.00-11.00
Borneol.....	4.00
Bornylacetate.....	3.00
Carvone.....	2.75
Carvacrol.....	nom.
Cinnamic Acid.....	nom.
" Alcohol.....	25.00-30.00
" Aldehyde.....	nom.
Citral.....	3.50

Citronellol, domestic.....	14.00-16.00
" foreign.....	20.00-24.00
Cumarin, natural.....	9.75-10.00
" artificial, domestic.....	10.00-11.00
" foreign.....	11.00
Diphenylmethane.....	nom.
Diphenyloxide.....	nom.
Ethyl Cinnamate.....	nom.
Eucalyptol.....	1.25
Eugenol.....	3.00
Geraniol, domestic.....	4.50
" foreign.....	5.00
" from palma rosa.....	5.50-6.00
Geranyl Acetate.....	7.00
Heliotropine, domestic.....	5.00
" foreign.....	5.00-6.00
Indol, C. P.....	100.00
Iso-Butyl Salicylate.....	nom.
Iso-Eugenol.....	4.50-5.50
Linalol.....	6.00
Linalyl Acetate.....	10.00
" Benzoate.....	7.50
Methyl Anthranilate.....	10.00-12.00
" Cinnamate.....	4.00
" Heptenone.....	nom.
" Heptene Carbonate.....	nom.
" Paracresol.....	25.00
" Heptenone.....	nom.
" Salicylate.....	3.00
Mirbane, rect.....	30-40
Musk Ambrette.....	60.00
" Ketone.....	45.00
" Xylene.....	13.00
Nonylic Alcohol.....	80.00
Phenylacetaldehyde.....	30.00-40.00
Phenylethyl Alcohol.....	nom.
Phenylacetic Acid.....	nom.
Rhodinol, domestic.....	14.00-16.00
" foreign.....	18.00
Safrol.....	.50-.60
Skatol, C. P.....	nom.
Terpineol, domestic.....	.90-1.00
" foreign.....	1.25
Terpinyl Acetate.....	4.00
Thymol.....	10.00-10.50
Vanillin.....(oz.)	.55-.60

## BEANS.

Tonka Beans, Angostura..	1.50-1.60
" Para.....	.80-.90
Vanilla Beans, Mexican...	5.50-6.50
" " Cut.....	3.75-4.50
" " Bourbon.....	2.75-3.50
" " Tahiti.....	1.60-1.75

## SUNDRIES.

Ambergris, black.....(oz.)	12.00-15.00
" gray.....	22.50-25.00
Chalk precipitated.....	.05-.10
Civet, horns.....(oz.)	4.00
Cologne Spirit.....(gal.)	2.75-3.10
Menthol.....	3.00-3.25
Musk, Cab., pods.....(oz.)	8.00-10.00
" grains.....	20.00-25.00
" Tonquin, pods.....	19.00
Orris Root, Florentine, whole	.15-.18
" " powd. and gran.....	.15-.20
Talc, Italian.....(ton)	32.00-35.00
" French.....	25.00-30.00
" Domestic.....	15.00-25.00

\*Inside figures are for domestic; outside prices for foreign goods.

†Nominal because unobtainable, or almost unobtainable.

## FOREIGN CORRESPONDENCE.

(Continued from page 182.)

on actual strength is therefore subject to a minimum of 7½ per cent. *ad valorem*. The rate of duty on spirit contained in drugs, medicines, or chemicals is that levied on mixtures and other preparations containing spirits under item 35 of the Import Tariff Schedule II. appended to the Indian Tariff (Amendment) Act."

## MEXICO.

**VANILLA.**—The 1915 exports of vanilla from Tampico to the United States amounted in declared value to \$13,669, as against \$8,930 in 1914.

## NETHERLANDS.

**SPICES.**—Pepper exports from Rotterdam to the United States in 1915 amounted to 77,269 pounds, valued at \$9,440, as against 1,666,929 pounds, valued at \$332,792 in the previous year. Nutmegs dropped from 111,253 pounds in 1914, to 35,040 pounds in 1915. Cassia fell off from 31,282 to 5,933 pounds. In 1915 there were no exports of cinnamon, cloves or mace, of which about 113,000 pounds were sent to the United States in 1914.

**PEANUT OIL.**—At the consular agency in Scheveningen in 1915, peanut oil valued at \$198,674 was entered for shipment to the United States, an increase of \$31,000 over 1914.

## RUSSIA.

**MINSK SOAP VALUES.**—The Minsk Commissariat Department has applied to the Chemical Section of the Moscow Military Industrial Committee requesting it to organize a supply of 60,000 pounds of soap per month at the price of 9 roubles per pood free packed at the factory. At present it appears that a good quality bar soap completely corresponding to the requirements of the Commissariat within the limits of 9 roubles per pood cannot be done in consequence of the cost of raw material. Therefore the Chemical Section, without breaking off negotiations with the firms interested, is endeavoring to obtain a cheap soap from cottonseed oil.

## SPAIN.

**ESSENTIAL OILS.**—Consul Percival Gassett, at Malaga, transmits the following: "Essential-oil shipments to the United States almost doubled in 1915. Spain is the largest producer in the world of spike oil, rosemary, thyme, sage, pennyroyal, and the finest quality of geranium rose, and the manufacture of essential oils is an important business in Malaga. It is difficult, however, to account for the sudden and large increase in the exports in 1915, except through cessation of the exportation of the cheaper extracts and essences from Germany. In view of the probable difficulty at present of obtaining the best oils the United States leave much to be desired. There was but little change in bank discounts; interest rates were higher."

**PEPPER.**—Spain's pepper exports in 1915 amounted to 6,249 tons, invoiced at \$899,834, a gain of 1,000 tons over the previous year.

**OLIVE OIL.**—In 1915 Spain exported to all countries, 67,183 metric tons of olive oil, valued at \$12,092,992, an increase in valuation of nearly \$4,000,000 over 1914. Consul General Hurst, at Barcelona, says: "Much of the olive oil shipped in 1915, from Spanish ports, especially from Tarragona, went to Scandinavian countries, where large quantities are required for fish canning. The total production of olive oil in Spain was 326,108 metric tons in 1915, 207,756 tons in 1914, and 265,422 tons in 1913. He adds:

"Producers were not satisfied with the prices obtained for oil early in the year and in consequence it occurred in many cases that they stored the better grades, hoping that there would be a greater demand for Spanish oils from customers who had hitherto bought from other oil-producing countries. As the year progressed the prices decreased, in view of the promising condition of the olive

## THE MARKET.

(Continued from page 182.)

assure anything like a normal development of the following crop and other unfavorable factors have been the unsettled state of the government and the shortage of labor, handicapping the renewal of the spent and damaged vines and the process of inoculation of the flowers. On the most hopeful expectations the coming crop was placed at 100,000 pounds of beans and 30,000 pounds of cuts, but late advices have indicated a further setback in the development by continued drought and the earlier estimates are being revised to more conservative limits.

Crop conditions in the Bourbon producing islands have been reported favorable, as a rule, but the prospects for anything like normal or regular shipments to France are involved in much uncertainty. The limited parcels of old beans in France have, according to late advices, been held at firmer terms and a realization of the Mexican situation is expected to impart a sympathetically bullish tone to the French markets.

While for many purposes Bourbon beans may be called into service to help out against the Mexican shortage, it is feared the former cannot be relied upon for anything like a full measure of relief. The country's consumption of Mexican beans and cuts is placed at about 300,000 pounds and fully one-half of this amount is said to be incapable of substitution to Bourbons, no matter to what extreme Mexicans may go. It is significant at this point that one lot of 3,000 pounds of choice beans has recently been sold for consumption at \$6.25, while another sizable quantity was booked at \$6.50. It is predicted that the high range for beans will touch \$7, as the finest qualities are light. Cuts have moved freely at \$3.75@4, with the best grades held to \$4.50. Bourbons, which under normal conditions should be within competitive range of Mexican cuts, if not the cheaper grades of beans, now stand on a sharply discredited basis at \$2.75@3.50. About twelve years ago, before Bourbons were a factor in the market here, Mexican beans were sold at a range of \$7 to \$12 and cuts at \$5 to \$6, but under present standards there is no possibility of such an extreme variance on beans.

Tahitis are firm at \$1.60@1.75 for green label. Offers from the west coast have been light. Some important shipments are credited for German account. An interesting development in the Tahiti situation has been the organization of a syndicate in France to take the partly-cured beans on direct shipment from the island, which is a French possession, and prepare them for the European markets somewhat after the style of the Germans, who have enjoyed practically a monopoly of this trade for many years.

trees, and the indications that the crop would be abundant, but late in the fall they rose, because purchasers realized that shipments from Italy, Turkey and Greece would be limited.

"Many olive growers converted their olives into oil rather than sell them fresh, owing to the uncertainty as to shipping conditions. This had a tendency to lower the price of oil while the supply increased. Some business was done in the green sulphur oil pressed from pits, but the results were not so satisfactory as anticipated.

"The efforts made by Spanish shippers to reach customers direct were partly successful. Formerly, Italy and France were leading purchasers in this market and Spanish oil was reexported through the intermediation of foreign commissioners. Recently local olive growers have devoted keen attention to the elaboration of oil by scientific methods and it is safe to assume that Spanish olive oil has won a place in foreign trade that it will retain."

Consul Robertson Honey, at Madrid, reports that of the 149,719 tons of olives produced in that consular district in 1915, all but 846 tons was used in the making of olive oil. This crop produced 28,412 tons of oil.

## SWITZERLAND.

**EMBARGO.**—Additional export embargoes were enforced by Switzerland on July 28 on alcohols, liqueurs, aromatic or sweetened alcohols, wax wastes, ceramic laboratory utensils and apparatus, etc.

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**WANTED**—Experienced salesmen in all large Western Cities, must be well acquainted with the Drug and Department store trade, to sell on commission basis, BOB-BETTY'S Soaps and Powder. Address Barbara Elizabeth, Inc., Beacon, N. Y.

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**SALES and Advertising Manager**, also familiar with buying of oils, greases, tallow, perfume oils and other raw materials, also has general knowledge of soap making. Thoroughly experienced and capable. Clean record. Correspondence invited. Address S. W. No. 355, care of this journal.

**WANTED**—Chemist experienced in the manufacture of Essential Oils and Synthetic Perfumeries. Opportunity to superintend manufacture. Address H. W. No. 350, care of this journal.

**POSITION WANTED**—Young man, 29, married, thoroughly experienced with the toilet goods line—buying of materials, stock, packing, shipping—also practical knowledge of the manufacturing part, wants position as manager in small plant or assistant in factory. Address S. W. No. 351, care of this journal.

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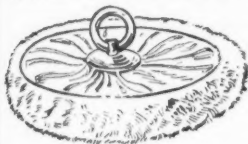
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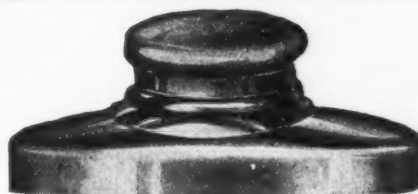


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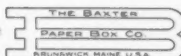
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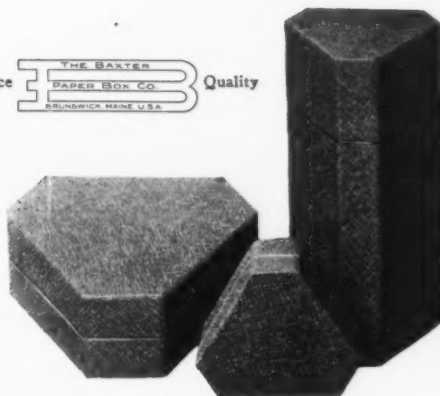
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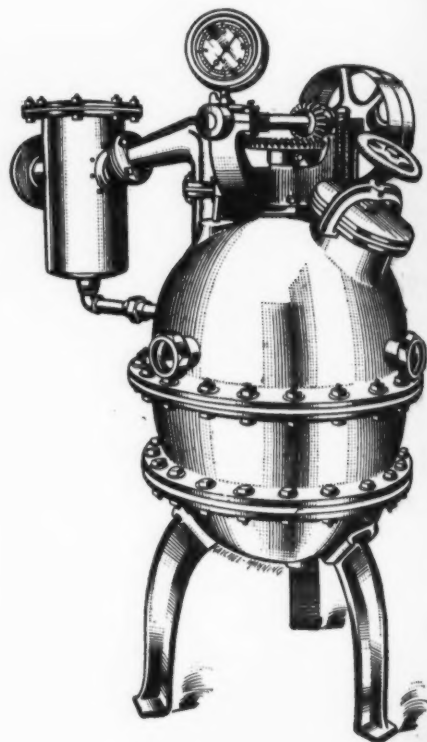
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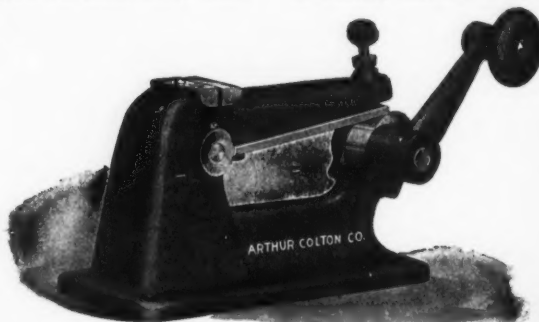
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